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Any late announcements not indexed on this page will be found at the foot of the following page.

Front cover photograph

This picture of Parliament Square, London, appears on a greetings card which forms part of the 'Britain 1970' Handbook Gift Scheme sponsored by the Board of Trade. The scheme, introduced in 1967, provides a ready answer for firms deciding what to send their overseas business friends for Christmas and the New Year. The gift is a bound copy of 'Britain 1970', the latest edition of a well-established and authoritative handbook on Britain, her economy and institutions. 'Britain' has a world-wide reputation as a source of reference and will be particularly valuable to persons overseas who are interested in industrial, economic, educational, cultural and other aspects of life in Britain.

Fuller details of the scheme are carried on the back cover of this issue of the *Journal*.

LATE ANNOUNCEMENTS

Minister of State changes at Board of Trade.

AMONG THE SECOND GROUP of Ministerial changes announced from 10 Downing Street, on October 12, two Ministers of State at the Board of Trade move to other Departments. Mr. William Rodgers has been appointed Minister of State, Treasury, and Mr. Edmund Dell Minister of State, Department of Employment and Productivity.

Mr. Goronwy Owen Roberts, hitherto Minister of State, Foreign and Commonwealth Office, has been appointed Minister of State, Board of Trade.

The Board of Trade Ministers are now: Mr. Roy Mason, President; Lord Brown, Minister of State; Mr. Goronwy Owen Roberts, Minister of State; Mrs. Gwyneth Dunwoody, Parliamentary Secretary.

German Federal Republic: Suspension of Border Tax Modifications

BY AN ORDINANCE issued on October 10, the authorities of the German Federal Republic have suspended with effect from midnight on that day the modifications to their Added Value Tax Regulations (reported in the *Board of Trade Journal* of November 29, 1968) by which the application of the Import Turnover Tax levied on imports into Germany and the remission of the Added Value Tax due on exports from Germany were both reduced. It is understood that the suspension applies without exception to all goods which had not passed through German Federal Customs by midnight on October 10.

The suspension follows from the fact that the current floating rate for the Deutschemark is above the fixed rate which previously applied. It is expected that an early decision will be taken on a new fixed rate for the Deutschemark.

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A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

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Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments:	
Trends in 'invisible' transactions (6-M)	17 Sept. 1969
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Catering trades turnover (M)	17 Sept. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
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Computers:	
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Construction work overseas (A)	11 Oct. 1968
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Electronic industry:	
Electronic capital equipment, deliveries, research and development (Q)	20 Aug. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1969
Production, exports and orders (M)	1 Oct. 1969
ECGD business (Q)	27 Aug. 1969
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Trends in film going (A)	16 July 1969
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Household consumption (Q)	6 Aug. 1969
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EFTA trade (Q)	11 June 1969
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Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	17 Sept. 1969

Board of Trade Departments, etc. *Subjects*	*Last Published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1969
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1968
Programmes of trade promotion	13 Aug. 1969

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ADVERTISEMENTS

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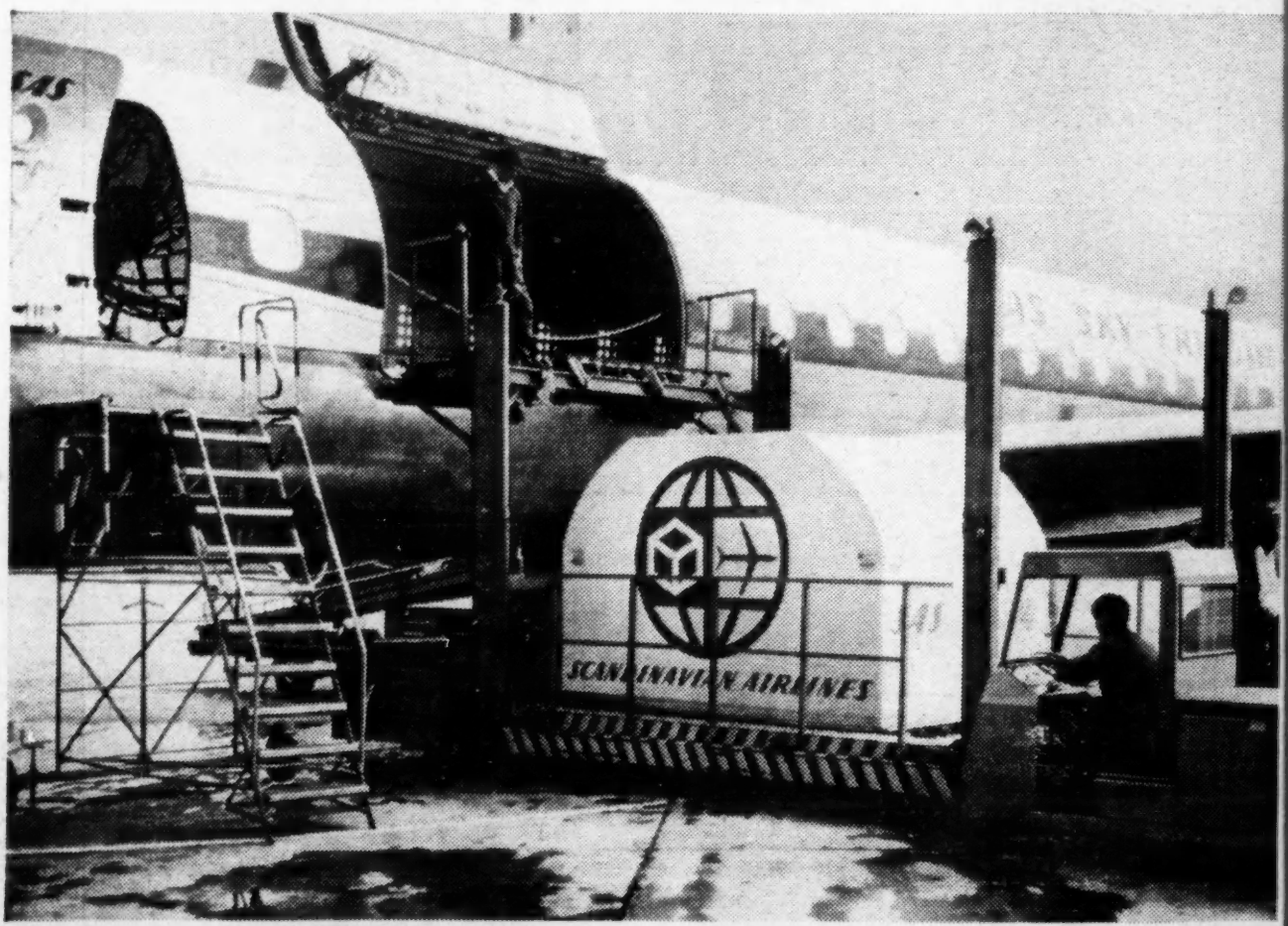

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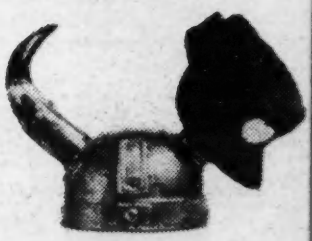

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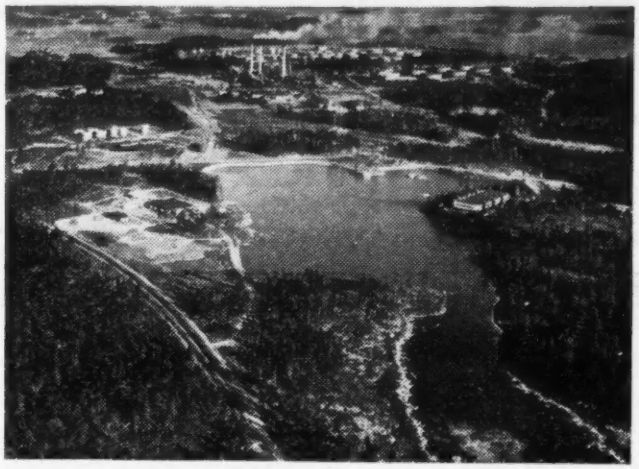
'Britain in Finland 1970'

By A. H. Reed, Commercial Counsellor, British Embassy, Helsinki

FINLAND IS A GOOD MARKET for British goods. She is an associate member of EFTA so that all the EFTA advantages apply to British exporters. There is a long tradition of trade between Finland and the United Kingdom. English is spoken widely, the British are personally popular and there is a natural pre-disposition to do business with them. Standards of commercial honesty are high and spoken bargains are observed as punctiliously as written ones. Britain is Finland's biggest customer. The fortunes of the Finnmark are closely linked to those of the pound sterling and the Finns themselves are anxious to buy more from us because they consider the trade gap between our two countries unhealthy. But in 1968 our exports to Finland were only £79 million as against our imports from Finland of £161 million, leaving a gap on visible trade of £82 million. Why then do we not do better in the Finnish market and how can we improve our position in it? In this article I will try to explain some of the ways in which the British Trade Drive in Finland in 1970 can help exporters in this rewarding but demanding market.



An oil refinery owned by Neste Oy.

Finland and the Finns

Finland is a country which was joined to Sweden for 700 years, was an autonomous Grand Duchy of the Russian Empire and since the Russian Revolution has been an independent State, maintaining her independence in face of great difficulties. As a result of their history the Finns are a people reliant on their own judgment and on their own resources. Thus the Finns are hard-bargainers and discriminating purchasers. They set themselves high standards and they expect others to do the same. Undertakings that cannot be fulfilled, attempts to wriggle out of bargains already made, and excuses for non-performance are the surest paths to failure in the Finnish market.

Finland is essentially an exporting country. Beginning with the sales of sawn timber and the simple by-products of the forest industry, Finland has moved on not only to produce wide ranges of paper, pulp and newsprint, but to manufacture and sell papermaking machinery and wood-working machines of the most advanced kind. In the past quarter of a century there has been a great expansion of the Finnish metal-working industry, reflected especially in shipbuilding. In recent years, the so-called 'new lines' have played an increasing part in Finnish exports. Textiles, glass, furniture, jewellery are examples in which the high standards of design and craftsmanship employed have given Finnish products a wide reputation overseas. Although the products of her forest industries must remain the staple of Finnish exports they no longer dominate them as 1968 figures show: 61 per cent forest-based industries, 23 per cent metal-working industries and 16 per cent other items.

Export-orientated country

Roughly 25 per cent of Finland's production is exported, and this proportion is rising. This creates an extensive demand for components for manufactured items, e.g. in shipbuilding, instrumentation for paper machinery, fibres for textile production. Delivery on time is of paramount importance so that the Finnish manufacturer can meet his own export contract dates.

An industrialized country

Finland has a population of less than 5 million people. This means that certain types of industrial goods can only be produced economically if a high percentage are exported, while it is not practical to manufacture others. Since the end of 1968, extensive plans for industrial expansion and re-equipment have been under way. To provide the power needed for this expansion at least an additional 1,750 mW of conventional power units, both gas turbine and steam turbine, will have to be in operation by 1975. The State-owned steel works has placed orders overseas to the value of about £15 million (of which £12 million have been won by British firms) to expand its existing capacity and to produce a cold strip mill. A new plastics industry is being established, while the capacity of existing cellulose spinning plant is being doubled. Plans for an underground railway system for the greater Helsinki area have been drawn up and a pilot line will be constructed in 1970. At the same time, consumer demand for luxury and near-luxury goods is mounting and overseas buying is steadily increasing. It is against this background that we have planned our trade drive for 1970.

Why 1970?

Folllowing devaluation in October 1967, effective and agreed measures between employers and unions – the stabilization agreements – have prevented an uncontrolled rise in incomes, while government-control of prices has resulted in the latter moving upwards at a slower rate than the increase in real incomes. These measures will continue throughout 1970. Since December 1968 there has been an investment boom which is expected to last well into 1971.

What is a trade drive?

A trade drive is a sustained pressure on one market over the whole range of goods for a period of time; in the case of Finland, throughout 1970. A British Week, on the other hand, is an attack on a market concentrated on consumer goods over a relatively short period of time. The trade drive is a new concept which was first applied in Denmark last year. In it existing events in the local commercial calendar are taken as opportunities for British promotions rather than our creating such opportunities ourselves.

Opportunities for British capital goods

The most publicized opportunity will be at the Helsinki International Fair from September 17 to 27, 1970. Here on joint venture terms, the London Chamber of Commerce, the Compressed Air Society, the Birmingham Engineering Centre and the British National Export Council's Committee on Consumer Durable Goods have reserved 4,000 sq. metres of space, the largest taken by one national exhibitor in the 51 years history of the fair. All this space has already been reserved by British exhibitors and there is a waiting list. But, in addition to the British national stand the agents of British firms will also be exhibiting their principals' products. Then from October 12 to 16, the London Chamber of Commerce is organizing a British Engineering Week in Helsinki. This follows the pattern of the highly-successful Weeks in other countries and consists of a series of lectures and seminars given by British engineers and scientists on the latest

developments in British technology in fields of interest to and chosen by the Finns. Amongst the subjects that will be discussed are corrosion techniques, transportation technology, effluent treatment, process control, power generation, mechanical and materials handling and business management techniques. Outside these two events, there is the possibility of a joint venture at the Transport and Mechanical Handling Exhibition in Helsinki in May. A number of trade missions, in some cases specializing in capital goods, have also been planned. (See below.) But apart from these officially-sponsored events, there is scope for the exporters of capital goods to arrange collective promotions of their own, which may qualify for Board of Trade or BNEC support. We also hope that the interest in Britain we are trying to create in 1970 will lead to an increasing number of visits from British exporters individually. Specifically, we hope that sales of internal combustion engines, both petrol and diesel, and power generation and distribution equipment will be greatly increased in 1970. These are both categories in which we are doing reasonably well, but could do far better.

Consumer goods

Hardware, textile fabrics, women's and girls' outerwear, toys, cosmetics and toiletries and speciality foodstuffs are particular lines in which we believe there is scope for a great increase in our exports during 1970. With the support of the Board of Trade and the Export Council for Europe and assisted by the Central Office of Information countrywide store promotions are being arranged in Finland, beginning on September 25, 1970, just before the end of the International Fair. Retail trade in Finland is in the hands partly of co-operatives and partly of private enterprise stores, both having their central purchasing organizations. Within the co-operative and private enterprise groups there are certain individual chains and department stores, notably Elanto and Sokos, which also purchase on their own account. These groups are: Kesko, Suomen Osuuskauppojen Keskuskunta (SOK), Osuustukkukaupa (OKT, Tukkukauppojen Oy (Tuko) and Rautakonttori.

In addition, Stockmann, whose three departmental stores sell the more expensive ranges of merchandise, and Pukeva, also a major Helsinki departmental store, are co-operating. Through the central purchasing organizations and the stores independent of them, we hope to cover many thousand retail outlets throughout Finland, ranging from the biggest departmental stores in Helsinki to small village shops outside.

In addition to the store promotions, consumer durable goods will be featured at the Helsinki International Fair by the British National Export Council Committee responsible for these commodities. There will also be joint ventures at the Boat and Camping Show in March, the Finnish International Shoe Exhibition in March and possibly also at Habitare in April, the first of a new series of exhibitions devoted to home and leisure.

Specialized products

Additional opportunities for the promotion of special products occur at the Business Efficiency Exhibition (office machinery) in Helsinki in October, at the Physicians Days (medical and hospital equipment) and at the Food Fair the following month.

Trade missions

Because of the holiday season it is difficult to do business in Finland from the end of May until the beginning of September. Trade missions have therefore been planned for the first five months of the year and so far, major missions will be sent by the London, Birmingham, Nottingham and Leicester Chambers of Commerce, and by the Bristol and West Exporters Club. A number of other missions are still at the planning stage.

Selling to Finland

Do's and dont's on the Finnish market were given in the article

'Britain in Finland 1970'

THE FOLLOWING is a list of the events that, at the present time, are expected to be included in the trade drive programme:

March 13-22: Joint ventures at the Helsinki Boat and Camping Show.
March 15-16: Joint venture at the Finnish International Shoe Exhibition, Helsinki.
April: Exhibition of British Marine Equipment in Helsinki.
April 17-26: Possible joint venture at the International Home and Leisure Exhibition (HABITARE 70), Helsinki.
May 22-25: Possible joint venture at the Helsinki International Transport Exhibition (TRANSPORT 70).
June 7-14: Official Information Stand at the Satakunta Trade Fair, Pori.
June 30-July 5: Official Information Stand at the Pohjanmaa Trade Fair, Kokkola.
August 1-9: Official Information Stand at the Karjala Trade Fair, Joensuu.
Sept. 17-27: Joint ventures at the Helsinki International Trade Fair.
Sept. 25-Oct 8: Store promotions. The co-operatives, leading retailers and the main buying groups will be staging nation-wide promotions during this period. Details of these and the names of buyers will be available shortly.
Oct. 12-16: British Engineering Week at the Dipoli, Otaniemi, Helsinki, organized by the London Chamber of Commerce.
Oct. 19-24: Joint venture at the Helsinki Business Machines and Equipment Exhibition (Kt 70).
Nov. 11-15: Joint venture at the Helsinki Food Fair.
November: Joint venture at the Helsinki Physician's Days Exhibition.

In addition to these events, there are planned for the first half of 1970, a number of sponsored trade missions to Finland organized by the BNEC (Export Council for Europe).

Firms requiring further information about any of the above promotions should contact the Trade Promotions Branch of the Board of Trade, Hillgate House, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7207).

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Walter House, Bedford Street, London, W.C.2
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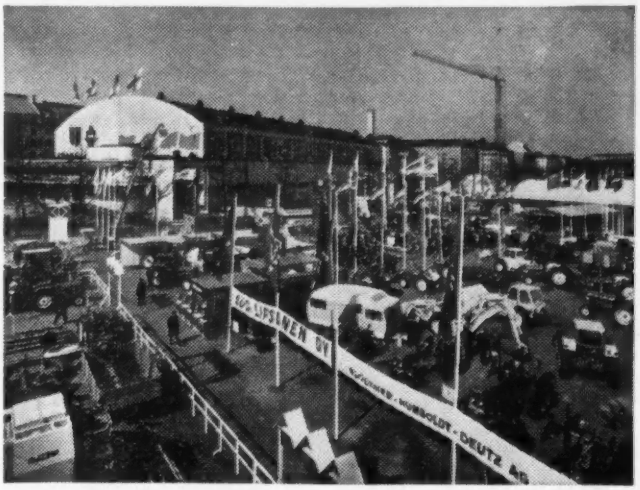
Selling to Finland' in the *Export Services Bulletin* Special Supplement on Finland dated March 24. I have already mentioned the importance of observing delivery dates and matching up to agreed specifications. Design is of great importance in a country extremely design conscious. Machinery, for example, must look modern as well as work efficiently. Equally important for most commodities is the selection of an agent and the maintenance of his interest. This is particularly true on the capital goods side, where tendering, both by government departments and by private firms is seldom, if ever, by public advertisement. The normal practice is to call in the Finnish firms and the agents of overseas manufacturers known to be capable of supplying whatever is required. Knowledge of an overseas company's ability to supply and so the chance of it being invited to tender, depends largely on its representative having made this plain to the potential customer. But on the capital goods side the number of agents with the technical and commercial capacity to support, for example, a supplier of engineering goods, is limited. These agents may represent several dozen firms from all over the world. Their enthusiasm will depend very much on the support they get from their principals. The most successful British firms are those who keep in personal touch with their agents. This means visits both ways. On the consumer goods side, an active agent in Finland, as elsewhere, is worth his weight in gold, but here again, it is essential for the principal to show interest. Finnish agents – and customers – want to be on close terms with members of the firms with whom they deal. They like to feel that they and their families are personal friends of their suppliers and their families, and the value of this direct contact between the seller and his customer cannot be overemphasized.

Easy to visit

Finland is now a very easy market to visit from the United Kingdom. The air journey to Helsinki takes less than three hours and if you are including the other Nordic capitals in your trip, the additional cost only amounts to a few pounds. Although Helsinki has only about one-seventh of the population of Finland, probably as much as three-quarters of Finnish business is either located there or has its head offices in the city. It is therefore seldom necessary for the visitor to go outside Helsinki to conduct his business and in terms of time he can often do in a working day in Finland what might well take him three times as long in one of the neighbouring countries when the centre of commerce is not in the capital.



A view of the Messuhollit, the Helsinki fair grounds, taken during the International Agriculture, Forestry and Household Exhibition (TEHO 69) held in April this year.

1970 and after

Our trade drive next year is welcomed by the Finnish Government. President Kekkonen is, with Her Majesty the Queen, joint patron of the drive. Finnish business is ready to buy more from us if we can meet its requirements. The money is there to be spent. In short, our opportunities are better than they ever have been. But 1970 should only be the foundation to further success. Already several trade Missions are being organized, and a major joint venture is planned

FINLAND

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London Agents : CHARLES GEE & CO.
48 FENCHURCH STREET, LONDON, E.C.3.
Telephone No. 01-626 0161.

UNITED BALTIC CORPORATION LIMITED
21 MINCING LANE, LONDON, E.C.3.
Telephone No. 01-626 3311.

OY FINNLINES LIMITED, HELSINKI
Agents : GLOVER BROS. (LONDON) LTD.
IBEX HOUSE, MINORIES, LONDON, E.C.3.
Telephone No. 01-709 0722.

Special rates quoted for shippers' own containers and palletised cargo

BRITAIN IN FINLAND, *continued*

for the 1971 Navigare Exhibition in Helsinki of shipbuilding equipment and components. We even have one trade mission contemplating coming in 1972! Finland is indeed a land of opportunity for our exports. Please do not neglect it.

Opportunities for UK exporters in Finland

Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for the Bulletins (2s. *each*) *and documents* (*The price of these varies. See individual notices.*) *must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: An asterisk in the text indicates that documents may be borrowed.

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H.09, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone* 01-248 5757, Extns. 7016, 7017, *Telex.* 886143. *Answer Back BOTHILLGATE LDN; Telegrams: EXSERBRA.*

Reference No.	Commodity		Bulletin No.
	Capital Goods:		
ESB 13388/69	Metal grinding wheels	Agency	187/69
ESB 38199/69	Transceivers	Agency	180/69
ESB 33034/69	Compressors; heat exchangers; tubing	Source of supply	163/69
ESB 5245/69	Garage equipment	Agency	149/69
ESB 19574/69	Industrial staples and pneumatic stapling machines	Agency	148/69
ESB 37085/69	Filters	Source of supply	171/69
	Consumer Goods:		
ESB 41111/69	Automotive parts and accessories	Agency	194/69
ESB 40198/69	Glass fibre mats and roving fabrics; polyester resins	Agency	194/69
ESB 40593/69	Isolators; locks and fittings; polishing brushes; thermometers; valves	Source of supply	191/69
ESB 40176/69	Christmas stockings; rubber gloves	Agency	190/69
ESB 40319/69	Clothing; knitwear	Agency	190/69
ESB 37976/69	Brass wire	Source of supply	185/69
ESB 13696/69	Leather	Agency	185/69
ESB 27645/69	Cotton cambric	Source of supply	183/69
ESB 964/69	Raschel lace; acrylic lace	Agency	183/69
ESB 36436/69	Blouse and dress material; panties; tights	Agency	170/69
ESB 35833/69	Chinaware; hollow-ware	Agency	167/69
ESB 33847/69	Knitwear	Agency	155/69
ESB 33105/69	Artificial leather; clothing; fabrics	Agency	153/69

New coin to begin replacing ten shilling note

THE DECIMAL CURRENCY BOARD announce that an initial supply of 120 million decimal 50 new penny (50p) coins came into general circulation for use as 10s. on October 14 and will gradually replace 10s. notes. The 50p coin, which is seven-sided, is the third decimal coin to be brought into circulation in advance of D Day, Monday, February 15, 1971, when Britain begins changing to decimal currency.

The 10s. note is being replaced primarily on economic grounds, not because of decimalization, although the 50p has naturally been given a decimal notation in readiness for D Day. A 10s. note has a life of some five months and the costs of distribution and withdrawal are comparatively high; although a 50p coin will cost more initially to produce, it should have a life of at least 50 years and the metal will subsequently be recoverable.

The Bank of England will not issue 10s. notes after October 13 and it is expected that the number of 10s. notes in circulation will decrease rapidly during subsequent months. When the number of such notes still in circulation has fallen sufficiently the Bank will give notice that they are to be called in; and on the expiration of this notice, 10s. notes will cease to be legal tender, although they will always remain payable on presentation to the Bank.

The Queen's Award to Industry, 1970: closing date for applications

AS HAS BEEN already announced, the closing date for the receipt of applications for the Queen's Award to Industry, 1970, is **October 31, 1969.** Application forms, together with Notes of Guidance on the completion of the form and on the presentation of statements of case for the Award, may be obtained from The Office of The Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000).

BNEC annual review

THE SECOND FULL YEAR following devaluation is covered in the British National Export Council's annual review for 1968/69, published on October 14. Taking stock of the period in his report, Sir Peter Runge, BNEC's chairman, points out: 'The first and most notable point is that exports have risen by 22.0 per cent in volume and imports by 12.5 per cent. (The figures compare the first half of 1967 with the first half of 1969). Britain is now running a small surplus in her current trade balance. For the first half of 1969 the positive balance (excluding the purchase of United States military aircraft) was £141 million.' Sir Peter commented that 'this has not been achieved without some pain', referring to higher unemployment figures and lower purchasing power. On the other side of the coin has been the increased price competitiveness of industry following devaluation. 'The exploitation of this advantage in a most commendable export effort is manifest in the trade figures,' says Sir Peter. 'Monthly export figures reached an all time high during 1969 and even though imports achieved new record levels (the American dock strike bedevilled the pattern earlier in the year) the balance of payments showed continuing and growing small quarterly surpluses after the inclusion of invisible earnings.'

Welcoming the changes that have recently been introduced in the presentation of the trade figures, Sir Peter said that it was a great step forward to present the quarterly figures in a way which separated the results of private trading from public earnings and expenditure.' Sir Peter also commended the Committee on Invisible Exports on its presentation of the country's payments accounts and said: 'There are those who say that the form of presentation is unimportant as there are plenty of people whose task it is to analyse and extract information however jumbled the figures may be. There is also the view, however, that first impressions are important. The impression that one wants to give is of a nation whose private account is in surplus but not at present sufficient so to meet the very substantial cost of spending on aid, defence and the repayment of loans. A clear picture of our affairs will be of real help in giving confidence both to ourselves and to others of our ability to keep pace with the world.'

Sir Peter reviewed the pattern of the United Kingdom's overseas trade. Exports to Latin America and to the sterling area, he said, had fallen. 'By contrast our sales to Europe today account for 42 per cent of our exports (26 per cent in 1950) and to the United States 14 per cent (7 per cent in 1950). Britain's trade is swinging to the sophisticated, high technology markets.'

The report goes on to survey BNEC activities in the fields of missions – 'The growth of the BNEC Trade Missions scheme has been phenomenal,' it says, and records how from four missions (all inward) in 1962 under the original Export Council for Europe banner, the scheme has grown to the point where over 300 missions are being organized and dispatched annually. The 1,000th mission (the Ship and Boat Builders' National Federation Mission to the United States) took place in September.

Copies of the report may be obtained from the British National Export Council, 6/14 Dean Farrar Street, London, S.W.1.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 *a.m. to* 5.30 *p.m.*

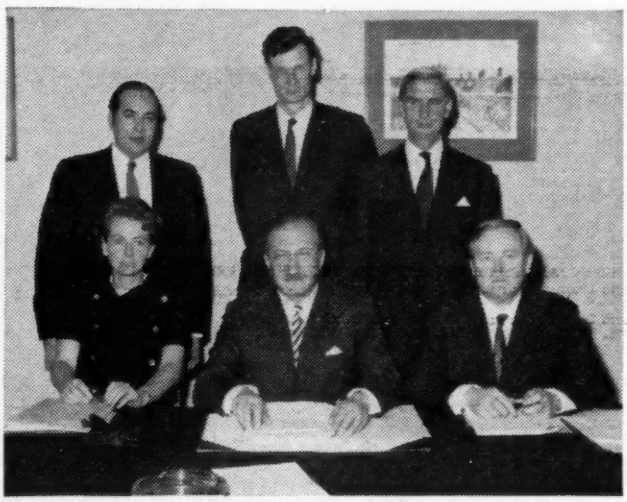
English Tourist Board's first meeting

THE ENGLISH Tourist Board had its first meeting on October 9 under the chairmanship of Sir Mark Henig.

The board gave consideration to the initial setting up of the organization including accommodation and staff matters. It also discussed the need for having adequate machinery for consultation with trade, and regional and area tourist interests.

The board, which is responsible for the administration in England of grants and loans for hotels under Part II of the Development of Tourism Act, decided to make speedy arrangements to enable intending applicants to obtain forms of application and advice about the eligibility of their projects.

Sir Mark Henig, chairman of the English Tourist Board, said after the meeting: 'We have had a very useful meeting and covered a good deal of ground. We are all very conscious of the anxiety of the hotel trade to be able to get information about the eligibility of their projects for grants through the Hotel Development Incentives scheme under Part II of the Act. The Board of Trade have passed to me a large number of inquiries which they have received. To deal with these, and any fresh inquiries, we are setting up a Hotel Development Incentives Unit which will be temporarily housed at 26 Chapter Street, London, S.W.1, and will be able to deal with inquiries from October 20 from that address.



The English Tourist Board met for the first time on October 9, under the chairmanship of Sir Mark Henig. The photograph shows (left to right): Mr. H. Taylor, Mr. M. Dower, Mr. P. Prior, Mrs. J. Robertson, Sir Mark Henig and Alderman N. Richardson. Mr. D. Gladwin was not present.

Control of Hiring Order 1969

THE BOARD OF TRADE will consider granting licences permitting the replacement of hired television sets which cannot be repaired on the hirer's premises by sets of the same type and age.

Article 11 of the Control of Hiring Order, 1969, provides that goods let on hire can be replaced only by goods of the same type and only when the goods replaced have been destroyed or become unserviceable and unrepairable.

Certain television hire companies have explained that their practice has been to replace sets which cannot be repaired by their engineer at the hirer's premises and that it would increase their costs if they were required to return the original set after repair to the hirer. The Board will be prepared to consider granting such companies licences permitting them to replace sets which cannot be repaired on the hirer's premises by sets of the same type and age. Applications for licences should include evidence that the companies have adopted this practice in the past.

Inquiries about this notice and applications for licences should be addressed to the Board of Trade, Economic (General) Division 2, Room 715, Broadway Buildings, London, S.W.1 (Tel. 01-222 7877, Ext. 2386).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 29.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.25	4, 4'-Dichloro-3-trifluoromethyl - *NN* - diphenylurea	3 trifluoro methyl 4 : 4' dichloro NN' diphenyl urea	December 31, 1970	13335
29.34	Tri - *n* - butyl - 2, 4 - dichlorobenzylphosphonium chloride	As in previous column	December 31, 1970	13330

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1970, on the following items which are at present temporarily exempt from duty.

Tariff Heading	Description	Reference
29.02	1-Bromo-3-chloropropane	8996
	Chloropentafluoroethane	6631
29.04	3-Chloropropane-1, 2-diol	6741
29.06	2-Naphthol	13034
29.10	1-Bromo-2, 2-diethoxyethane	9860
29.14	Methyl *n*-hexanoate of a purity not greater than 98%	627
	p-Toluic acid (-COOH at 1)	2394
	Zinc *n*-heptanoate	1053
29.15	Cyclohex-4-ene-1, 2-dicarboxylic anhydride	5884
	Di-*n*-octyl phthalate	2200
29.22	*N*-*n*-Butylaniline	13272
	1, 6-Diaminohexane adipate	10662
29.25	*sec*Butylurea	13219
39.01	Nylon 66 in the forms covered by Note 3 (b) of chapter 39, which on ignition yields not less than 0·02% and not more than 2·0% by weight of ash consisting mainly of titanium dioxide and which, when dissolved in aqueous formic acid containing 90% by weight of formic acid to give a solution containing 8·4% by weight of nylon polymer, increases the dynamic viscosity of the solvent by a ratio not greater than 50·0, both viscosities being measured at 25° + 0·05° centigradein a U-tube capillary viscometer by the method described in British Standard 188: 1957 (as amended up to and including September 1964)	6800

Application for anti-dumping duty on pulverized coffee

THE BOARD OF TRADE gave notice on February 7, 1969, that they were considering an application under the Customs Duties (Dumping and Subsidies) Acts 1957 and 1968 – since consolidated into the Customs Duties (Dumping and Subsidies) Act 1969 – for the imposition of an anti-dumping duty on pulverized coffee imported from Cyprus.

After a full investigation, the Board of Trade have decided that a case has not been made out for the imposition of an anti-dumping duty.

Contracts preference schemes

FOR A NUMBER of years Government Departments and nationalized industries have operated arrangements under which – other things being equal – preference is given to firms in the Development Areas and in Northern Ireland when awarding contracts by open competitive tender. There are two schemes in operation at the present time: the **General Preference Scheme** and the **Special Preference Scheme.** The former scheme – by which preference is given to firms in the Development Areas and in Northern Ireland provided that price, quality and delivery date are at least equal – is operated by all Government purchasing departments. The nationalized industries have agreed to co-operate as far as possible. The Special Preference Scheme is operated by Government purchasing departments at their discretion and provides that if, as a result of the initial competitive tenders and the application of the general preference, a substantial part of the contract (at least 25 per cent) is not placed in the preference areas, the purchasing department may invite the firm in these areas submitting the lowest unsuccessful tender to submit a revised tender. There is still no price preference, but the firm has the opportunity of taking up the 25 per cent of the contract at a price which would entail no additional cost to the Department. If the offer is declined, it is made to the next lowest tenderer from one of the qualifying areas and so on, until the offer is accepted wholly, or in part, or all the firms who tendered have refused.

The Distribution of Industries Division* of the Board of Trade have recently prepared a new list of Government Departments and nationalized industries which operates these arrangements, and this is printed below. Additional copies of the list may be obtained from Board of Trade, Distribution of Industry Division, 1 Victoria Street, London, S.W.1, or Board of Trade Regional Offices. Firms able to offer goods and services of the type contracted for by purchasing departments and who wish to take advantage of the contracts preference schemes should apply direct to the appropriate purchasing departments for inclusion in their trade lists.

*Shortly to be transferred to Ministry of Technology.

Purchasing Authority	Address
Ministry of Agriculture, Fisheries and Food	Supplies Officer, Block C, Government Buildings, Tolcarne Drive, Pinner, Middlesex.
Customs and Excise	Kings Beam House, Mark Lane, London, E.C.3.
Ministry of Defence	Director of Contracts, Empress State Buildings, London, S.W.6.
Department of Health and Social Security	Supply Division, 14 Russell Square, London, W.C.1, and Supply Division, Government Buildings, Warbreck Hill Road, Blackpool, Lancs.
Home Office	Directorate of Industries and Stores (Prison Department), Home Office, Tolworth Tower, Surbiton, Surrey. Chief Architect's Branch and Director of Works, Home Office, 89 Eccleston Square, London, S.W.1. Supply and Transport Branch, Home Office, Kingston-by-Pass Road, Surbiton, Surrey. Carlisle and District State Management Scheme, 19 Castle Street, Carlisle.
Ministry of Power	Contracts Branch, Thames House South, Millbank, London, S.W.1.
Ministry of Public Building and Works	Directorate of Contracts, Lambeth Bridge House, Albert Embankment, London, S.E.1.
Royal Mint	Contracts and Purchasing Officer, Royal Mint, Tower Hill, London, E.C.3.
Scottish Home and Health Department	Finance Division, Government Buildings, Broomhouse Drive, Saughton, Edinburgh 11.
H.M. Stationery Office	Finance Division, Sovereign House, 101-121 St. George's Street, Norwich, NOR 76A.
Ministry of Technology	Contracts Branch, C.B.4.B., St. George's Court, 14 New Oxford Street, London W.C.1.
Board of Trade	Director of Administration, Supply Ground Services Branch, Tolcarne Drive, Pinner, Middlesex.
Ministry of Transport	Contracts Branch, St. Christopher House, Southwark Street, London, S.E.1.
Nationalized Industries British European Airways	Purchasing Manager, Engineering Purchasing, Engineering Base, London (Heathrow) Airport, Hounslow, Middlesex.
British Overseas Airways	Purchasing Manager, London (Heathrow) Airport, Hounslow, Middlesex.
British Railways Board	Supplies Manager, Railway Technical Centre, London Road, Wilmorton, Derby, DE2 8UP.
British Steel Corporation	General Manager, Purchasing, P.O. Box 403, 33 Grosvenor Place, London, S.W.1.
British Transport Docks Board	Contracts Department, Melbury House, Melbury Terrace, London, N.W.1.
British Waterways Board	Contracts Department, Melbury House, Melbury Terrace, London, N.W.1.
Central Electricity Generating Board	Chief Purchasing and Contracts Officer, Grindale House, Newgate Street, London, E.C.1.
The Electricity Council	Secretary, 30 Millbank, London, S.W.1.
Area Boards: Eastern Electricity Board	Purchasing Officer, Wherstead, Ipswich.
East Midlands Electricity Board	Purchasing Officer, Mapperley Hall, Lucknow Avenue, Nottingham, NG3 5BA.
London Electricity Board	Purchasing Officer, 6-9 Bridgewater Square, London, E.C.2.
Merseyside and North Wales Electricity Board	Plant Supplies Engineer, Love Lane, Pall Mall, Liverpool, 3.
Midlands Electricity Board	Engineering Supplies, Chief Engineer, P.O. Box No. 8, Mucklow Hill, Halesowen, Worcestershire. Commercial Supplies, Chief Commercial Officer, P.O. Box No. 8, Mucklow Hill, Halesowen, Worcestershire.
North Eastern Electricity Board	Purchasing Officer, Carliol House, Newcastle-upon-Tyne, 1. NE99 1SE.
North of Scotland Hydro-Electric Board	Secretary, 16 Rothesay Terrace, Edinburgh 3.
North Western Electricity Board	Purchasing Officer, Cheetwood Road, Cheetham Hill, Manchester 8.
Southern Electricity Board	Purchasing Officer, Southern Electricity House, Littlewick Green, Maidenhead, Berkshire.
South Eastern Electricity Board	Engineering Supplies, Chief Engineer, 10 Queen's Gardens, Hove 3, Sussex. Commercial Supplies, Commercial Manager, 10 Queen's Gardens, Hove 3, Sussex.
South of Scotland Electricity Board	Chief Contracts and Purchasing Officer, Cathcart House, Inverlair Avenue, Glasgow, S.4.
South Wales Electricity Board	Purchasing and Stores Controller, St. Mellons, Cardiff, CF3 9XW.
South Western Electricity Board	Chief Purchasing Officer, Initial House, Lewin's Mead, Bristol, 1.
Yorkshire Electricity Board	Secretary, Wetherby Road, Scarcroft, Leeds.
The Gas Council	Purchasing Officer, 59 Bryanston Street, London, W.1.
Area Boards: Eastern Gas Board	Area Purchasing Officer, Radiant House, Clarendon Road, Watford, Hertfordshire.
East Midlands Gas Board	Supplies Manager, DeMontford Street, Leicester.
Northern Gas Board	Area Purchasing Officer, Norgas House, Killingworth, Newcastle-upon-Tyne 12.
North Eastern Gas Board	Member and Chief Engineer, New York Road, Leeds, 2.
North Thames Gas Board	Controller of Supplies, Central Stores, Great West Road, Brentford, Middlesex.
North Western Gas Board	Contracts and Supplies Controller, Welman House, Altrincham, Cheshire.
Scottish Gas Board	Controller of Supplies, Central Stores, Livingston, Scotland.
Southern Gas Board	Purchasing and Stores Manager, Solent Industrial Estate, Botley, Southampton, SO3 2GL.
South Eastern Gas Board	Chief Supply Officer, 21 Bell Green, Lower Sydenham, London, S.E.26.
Welsh Gas Board	Secretary, Snelling House, Bute Terrace, Cardiff.
West Midlands Gas Board	Supplies Manager, Wharf Lane, Solihull, Warwickshire.
London Transport Board	Chief Supplies Officer, Chiswick Works, 566 Chiswick High Road, London, W.4.
National Coal Board: Headquarters Purchasing and Stores Department	Departmental Secretary, Coal House, Doncaster, Yorkshire.
H.Q. Purchasing and Stores Outstation (Scotland)	Controller, Lauriston House, 80 Lauriston Place, Edinburgh 3.
H.Q. Purchasing and Stores Outstation (Northern)	Controller, Coal House, Team Valley, Gateshead, 11.
H.Q. Purchasing and Stores Outstation (Yorkshire)	Controller, Coal House, Doncaster.
H.Q. Purchasing and Stores Outstation (Derby and Notts.)	Controller, Huthwaite, Sutton-in-Ashfield.
H.Q. Purchasing and Stores Outstation (Staffs, South Midlands and Lancs.)	Controller, Allport Street, Cannock.
H.Q. Purchasing and Stores Outstation (South Wales)	Controller, Coal House, Ty Glass Avenue, Llanishen, Cardiff.
Kent Coalfield	Purchasing and Stores Manager, Waterloo Crescent, Dover, Kent.
National Bus Company	Chief Purchasing Officer, 25 New Street Square, London, E.C.4.
National Freight Corporation	Purchasing Officer, Argosy House, 215 Great Portland Street, London, W.1.
Post Office	Controller of Contracts, Post Office Purchasing and Supply Department, Contracts Division, Telephone House, Temple Avenue, London, E.C.4.
Scottish Transport Group	Secretary, 114 George Street, Edinburgh, 2.
Other Public Bodies: The English Industrial Estates Corporation	Team Valley, Gateshead-upon-Tyne, 11. NE11 ONA.
The Scottish Industrial Estates Corporation	3 Woodside Place, Glasgow, C.3.
The Welsh Industrial Estates Corporation	Treforest Industrial Estate, Pontypridd, Glamorgan.
Metropolitan Police	G2 (Contracts Branch), Metropolitan Police Office, New Scotland Yard, Broadway, London, S.W.1.
Science Research Council	State House, High Holborn, London, W.C.1.
United Kingdom Atomic Energy Authority	The Director of Contracts and Stores, 11 Charles II Street, London, S.W.1.

Moneylenders Acts, 1900 to 1927

THE FOLLOWING COMPANIES held orders of exemption, valid at September 30, 1969, issued under Section 6 (e) of the Moneylenders Act, 1900:

A. Booth (Estates) Ltd.
Ackroyd and Abbott Ltd.
Afforestation Finance Ltd.
Agricultural Central Trading Ltd.
Airedale Investments Ltd.
Alex Lawrie Factors Ltd.
A. L. Factors Ltd.
Allied Factors Ltd.
Arbuthnot Export Finance Ltd.
Artask Finance Co. Ltd.
Astley Industrial Trust Ltd.
Aylesford Finance Limited

Bank of Nova Scotia Trust Co. (U.K.) Ltd. (The)
Barclays Export Finance Co. Ltd.
Barclays Overseas Development Corporation Ltd.
Batehill Ltd.
Bentinck Ltd.
Bentworth Trust Ltd.
Bishopsgate Property & General Investments Ltd.
B.M.C. Group Facilities Ltd.
Book Trade Improvement Ltd.
B.P.I. Securities Ltd.
Bridgewater Finance Co Ltd.
British Medical Finance Ltd.
British Maritime Trust Ltd.
British Rheumatism & Arthritis Association (The)
B.W. Trade Facilities Ltd.

C.D.F.C. (Ceylon) Ltd.
C.D.F.C. (Malaysia) Ltd.
Capital Finance Co. Limited
Capital Finance (Southern) Ltd.
Charterhouse Industrial Development Co. Ltd.
Charterhouse Japhet Securities Ltd.
Circle & Piotrkow Provident & Investment Society Ltd.
Cleveland Credit Ltd.
Close Brothers Ltd.
Commercial Credit & Discount Co. Ltd.
Commercial Export Credit Co. Ltd.
Commonwealth Development Finance Co. Ltd.
Contemporary Finance Co. Ltd.
Council for Small Industries in Rural Areas
Cornthwaites (Lancaster) Ltd.
Courtway Finance Ltd.
Crane Securities Ltd.
Credit for Industry Ltd.
Crescent Finance Corporation Ltd.

Depot Finance Ltd.
Devrose Finance Ltd.
Dorset Mortgage Loans Ltd.
Dorset, Somerset & Wilts Investment Society Ltd.

East London Mutual & Investment Association Ltd.
Eagil Trust Company Ltd.
Efdum Securities Ltd.
Entertainments Finance Ltd.
Equipment Credit Ltd.
Equitable Mortgages Ltd.
Equitable Reversionary Interest Society Ltd.
Equity Commercial Investments Ltd.
Equity (Plant & Equipment) Ltd.

Faircliffe Finance Co. Ltd. (The)
Fallings Park Investment & Mortgage Co. Ltd.
Farnworth Finance Facilities Ltd.
Fenlock Investments Ltd.
Finance Corporation for Industry Ltd.
Finance Facilities (Leeds) Ltd.
Firestone Tyre & Rubber Co. Ltd.
First National Housing Trust Ltd.
Ford Motor Credit Co. Ltd.
F.W. Developments Ltd.

Gavel Finance Ltd.
Gee & Watson (Welfare & Benevolent) Ltd.
General Reversionary & Investment Co. Ltd.
Grange Finance Co. Ltd. (The)
Gray's Securities Ltd.
Greenflags Securities Ltd.
Grenville Street Holdings Ltd.
Guardian Mortgage Co. Ltd.

Hall Securities Ltd.
Hamilton House Associates Ltd.
Henderson Administration Ltd.
Home & Country Properties Ltd.

Insurance Export Finance Co. Ltd.
International Factors Ltd.
International Finance & Services Ltd.
Ivandale Investors Ltd.
Ivor Hill (Investments) Ltd.

John Laing Construction (Finance) Ltd.
Jubilee Money Society Ltd.

Kingston Financial Services (Clyde) Ltd.
Kingston Land Co. Ltd.
Knightsbridge Mortgage Co. Ltd.

Lancashire Engineering Equipment Co. Ltd.
Lancashire & Yorkshire Reversionary Interest Co. Ltd. (The)
Landgran Ltd.
Langersal Ltd.
Laurentide Securities Ltd.
Law Reversionary Interest Society Ltd. (The)
Liverpool Reversionary Co. Ltd. (The)
Lloyds & Scottish Developments Ltd.
Lloyds & Scottish Finance Ltd.
Loan Plan Ltd.

M.I.T. Securities Ltd.
Martins Bank (Finance) Ltd.
Maybells Finance Ltd.
Maximilian Heller Ltd.
Millbank Development Services Ltd.
Mitre Court Developments Ltd.
Mobil Europe Inc.
Mobil Services Co. Ltd.
Modern Investments Ltd.
Mutual Aid Association Ltd.

Norman Frizzell (Life & Pensions) Ltd.
North Central Acceptances Ltd.
North Central Acceptances (London) Ltd.
North Central Acceptances (Southern Counties) Ltd.
North West Securities (Finance) Ltd.
Northern & General Finance Ltd.

Ogden Street Estate Ltd.

Pan American Employees Mutual Association Ltd.
Partnership Finance Ltd.
Pennant Finance Co. Ltd.
Peoples Bank Ltd. (The)
Phoenix Redcliffe Ltd.
Policy Purchase & Investment Co. Ltd.
Portland Group Factors Ltd.
Produce & General Investments Ltd.
Property Investment & Finance (Development) Ltd.

R.E.A. Real Property Investments Ltd.
R.J.C. (Holdings) Ltd.
R.M.C. Finance Ltd.
Robert Fleming & Co. Ltd.
Roman Wall Investments Ltd.
Roman Wall Properties Ltd.
Rootes Acceptances Ltd.
Royal Bank of Canada Trust Corporation Ltd. (The)
Rubicon Securities Ltd.

Scottish Central Finance Ltd.
Scottish & European Finance Co. Ltd.
Shield Factors Ltd.
Ship Mortgage Finance Co. Ltd.
Silvermere Finance Company Ltd. (The)

Small Industries Council for Rural Areas of Scotland
South Birmingham Permanent Money Society Ltd. (The)
Southern Finance Co. Ltd.
Southsea Mortgage & Investment Co. Ltd.
Sterlinvestments Ltd.
Stylecroft Finance Ltd.
Suffolk Securities Ltd.
Survey & General Investment Co. Ltd.
Syndicate Credits Ltd.

(*Continued on next page*)

MONEYLENDERS ACT, *continued*

Syndicate Credits (Beds. & Hunts) Ltd.
Syndicate Credits (Buckinghamshire) Ltd.
Syndicate Credits (Cheshire) Ltd.
Syndicate Credits (Denbighshire) Ltd.
Syndicate Credits (Devon) Ltd.
Syndicate Credits (Dorset) Ltd.
Syndicate Credits (East Sussex) Ltd.
Syndicate Credits (Essex) Ltd.
Syndicate Credits (Glamorgan) Ltd.
Syndicate Credits (Gloucestershire) Ltd.
Syndicate Credits (Hereford) Ltd.
Syndicate Credits (Hertfordshire) Ltd.
Syndicate Credits (Holland, Lincolnshire) Ltd.
Syndicate Credits (Isle of Wight) Ltd.
Syndicate Credits (Kent) Ltd.
Syndicate Credits (Lincolnshire) Ltd.
Syndicate Credits (Merionethshire) Ltd.
Syndicate Credits (Monmouthshire) Ltd.
Syndicate Credits (Noridur) Ltd.
Syndicate Credits (North Riding) Ltd.
Syndicate Credits (Northumberland) Ltd.
Syndicate Credits (Nottinghamshire) Ltd.
Syndicate Credits (Oxfordshire) Ltd.
Syndicate Credits (Pembrokeshire) Ltd.
Syndicate Credits (Rutland & Stamford) Ltd.
Syndicate Credits (Shropshire) Ltd.
Syndicate Credits (Somerset) Ltd.
Syndicate Credits (Staffordshire) Ltd.
Syndicate Credits (Surrey) Ltd.
Syndicate Credits (Warwickshire) Ltd.
Syndicate Credits (West Sussex) Ltd.
Syndicate Credits (Wiltshire) Ltd.
Syndicate Credits (Worcester) Ltd.

Teachers & General Investment Co. Ltd.
T.W.A. United Kingdom Employees Credit Union

Unifinance (U.K.) Ltd.
Upward & Rich Ltd.

V.M.C. Finance Ltd.
Vernons Finance Corporation

Warrington & South Lancashire Investment Corporation Ltd.
Waterfall Financial Trust Ltd.
West End Provident and Investment Society Ltd.
Westminster House & Land Investment Co. Ltd.
Wharton Street Credit Services Ltd.
Wharton Street Finance Ltd.
Whitehall Securities Corporation Ltd.
Worcestershire Housing & Savings Society (The)

The following persons held certificates, valid at September 30, 1969, under Section 123 of the Companies Act, 1967, to the effect that they had satisfied the Board of Trade that they could properly be treated for the purposes of the Moneylenders Acts, 1900 to 1927 as being persons *bona fide* carrying on the business of banking:

African Continental Bank Ltd.
Anthony Sumption & Co. Ltd.
A. Rosenthal & Partners Ltd.
Astley Acceptances Ltd.
Audley Holdings Ltd.

Bank of Europe Ltd.
Bank of New South Wales Savings Bank Ltd.
Bank of Scotland Finance Co. Ltd.
Banque de Paris et des Pays Bas Ltd.
Bear Securities Ltd.
Bowmaker Ltd.
British Bank of Commerce Ltd.
Burlington Investments Ltd.

Cassel Arenz & Co. Ltd.
C.E. Coates & Co. Ltd.
Cedar Holdings Ltd.
Cleveland Guaranty Ltd.
Clydesdale Bank Finance Corporation Ltd.
Consolidated Credits & Discounts Ltd.
Consumer Credit Corporation Ltd.
Continental Bankers Agents Ltd.
Copleys Bank Ltd.
Corinthian Securities Ltd.

Dalton Barton & Co. Ltd.
Dawney, Day & Co. Ltd.
Duboff Brothers Ltd.

Edward Bates & Sons Ltd.
Erwin Brecher & Co. Ltd.
E.S. Schwab & Co. Ltd.

Feuchtwanger (London) Ltd.
Finance for Trade Ltd.
Financings (Facilities) Ltd.
Forward Trust (Finance) Ltd.

General Guarantee Corporation Ltd.
Glyn Mills Finance Co. Ltd.
Goulston Banking Corporation Ltd.
Gray Dawes & Co. Ltd.
G.R. Dawes & Co. Ltd.
Gresham Trust Ltd.
Grindleys (London) Finance Co. Ltd.

Heller & Co. Ltd.
Heller & Partners Ltd.
Henry Ansbacher & Co. Ltd.
Heritable & General Investment Bank Ltd.

Jacobs Kroll & Co. Ltd.
Julian S. Hodge & Co. Ltd.
Julius Baer International Ltd.

Knowsley & Co. Ltd.

Lloyds & Scottish Trust Ltd.
Lombard Banking Ltd.
London & County (A & D) Ltd.
London & North British Trust Ltd. (The)

Martins Bank Trust Co. Ltd.
Midland Bank Finance Corporation Ltd.
Morris Wigram & Co. Ltd.
Mutual Finance Ltd.

National City Trust Ltd.
National Provincial & Rothschild (International) Ltd.
National Union Bank Ltd.
N. H. Woolley & Co. Ltd.
Northern Trust Co.

Old Broad Street Securities Ltd.
Overseas Financial Trust Ltd.

Raphael Robinson & Glyn
Red Dragon Securities Ltd.

Standard Bank Ltd. (Incorporated in Pakistan)
St. Margarets Finance Ltd.
Security Trust Company of Birmingham Ltd.

Trade & Deposit Bank Ltd.
Trade Development Bank Ltd.
Twentieth Century Banking Corporation Ltd.

U.D.T. Finance Ltd.
United Dominions Trust Ltd.

Wallace Brothers & Co. (Holdings) Ltd.
Whiteleys Securities Ltd.
Whyte Brecher & Gasc Ltd.
Williams Deacon's Bank (Finance) Ltd.
Wintex Finance & Discount Co. Ltd.

Scope of Engineering Industry Training Board redefined

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, laid before Parliament on October 6 and Order (SI 1969 No. 1376, HMSO, 9d. net) under the Industrial Training Act 1964 amending the Schedule of activities under which the Engineering Industry Training Board carries out its functions. The Order came into operation on October 10, 1969.

The main purpose of the revised Order is to clarify certain of the provisions in the Schedule of the existing Order and to redefine the activities of the Engineering Industry to exclude:

(a) The manufacture or fitting out of vehicle bodies except where the employer is a motor vehicle manufacturer or where the vehicle bodies are manufactured or fitted out to the order of a motor vehicle manufacturer;

(b) the repair, painting or paint spraying of vehicle bodies;

(c) the assembly of electric blankets.

Annual Report on bankruptcy and deeds of arrangement

THE ANNUAL REPORT on bankruptcy for 1968 was published on October 8.

The Report shows that 3,926 receiving orders and administration orders were administered in England and Wales in 1968, a decrease of 103 compared with 1967.

The principal groups of trades and occupations affected were builders, directors and promoters of companies, grocery and provision retailers, restaurant and snack bar proprietors, road haulage contractors, farmers, hotel keepers and publicans, and painters and decorators. These eight groups accounted for 1,409 failures.

The number of estates in which official and non-official trustees were released in 1968 totalled 3,636 as compared with 3,546 in 1967 and 3,290 in 1966. Details are given in the Report of the final financial results of their administration.

The Report also contains details of the result of 768 debtors' applications for discharge dealt with during the year (729 in 1967); of the 249 prosecutions concluded in respect of bankruptcy and other offences reported by the Official Receivers (218 in 1967); of the 138 deeds of arrangement registered in 1968 (160 in 1967) and of the 185 deeds of arrangement in respect of which final accounts were rendered (167 in 1967).

Copies of the Bankruptcy General Annual Report for the year 1968 are obtainable, price 5s. 6d. each from HMSO, 49 High Holborn, London, W.C.1 and branches (by post 5s. 10s. from HMSO, PO Box 569, London, S.E.1).

Advance factory occupied at Haltwhistle

THE BOARD OF TRADE announced on October 3, that the Agma Chemical Co. Ltd., are to occupy a 10,000 sq. ft. factory built by the English Industrial Estates Corporation for the Board of Trade at Haltwhistle.

The Agma Chemical Co. Ltd., is a newly formed company, established by Agnew and Mann of Glasgow, for the manufacture of specialized industrial cleaning solvents and production chemicals.

Now that the building has been completed, installation of plant and machinery is taking place and the company will be in production by the first week in October.

Ultimately this new unit should provide employment for 40 people, almost entirely men.

Engineering firm expands in Northern Ireland

MR. ROY BRADFORD, Ulster's Minister of Commerce, announced on October 2, that Antrim Precision Engineering Ltd., a member of the Radiation Group of Companies, is expanding its manufacturing capacity to meet a very high rate of demand for tooling and precision engineering services within the Group and from Northern Ireland industry. Production has been transferred from an 18,000 sq. ft. factory at Antrim to an adjacent 35,000 sq. ft. Government advance factory. By 1972 current employment of 60 people will rise to 115, almost all of them men.

Industrial Training Board for the clothing and allied products industry constituted

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, laid before Parliament on October 6 an Order (Industrial Training (Clothing and Allied Products Board) Order 1969, SI 1969, No. 1375, HMSO or through any bookseller, price 1s. 9d. net) constituting the industrial training board for the Clothing and Allied Products Industries. This is the 27th training board to be set up under the Industrial Training Act 1964. It came into operation on October 9.

The chairman of the Board is to be Mr. Norman Shuttleworth, managing director, J. Hepworth and Son Limited, of Leeds.

Report on United Kingdom nuclear power industry criticises BoT

CRITICISM OF THE Board of Trade is made in the 'Fourth Report from the Select Committee on Science and Technology: United Kingdom Nuclear Power Industry, Session 1968-69', published on October 9.

In a chapter on exports, the report states:

'There is no specific organization for overseeing and maintaining the national effort in this particular section of the export field. There are, however, at least three Government Departments more or less directly concerned.

'The Ministry of Technology are the industry's sponsoring department and are well aware of the importance to industry of overseas business, especially at this time of shortage of domestic orders. The Foreign Office's commercial and scientific staff in the large number of overseas missions have a vital part to play in channelling inquiries to the proper technical quarters in industry at home or to industrial representatives abroad. The Board of Trade, whose part in the encouragement of nuclear trade remains surprisingly obscure, cannot be heedless of the almost total absence of relevant export statistics.

'In our previous report (page xxxviii, paragraph 118) we recommended that the Board of Trade should at once carry out an intensive survey of potential overseas nuclear needs and opportunities. This would have enabled the three departments to launch an all-out drive, in conjunction with the industry and with the financial backing of the Export Credits Guarantee Department, to secure a world-wide interest in British nuclear exports. We understand that, for reasons given in a memorandum provided by the Board of Trade, this has not been done (Appendix 15). We hope that the alternative course adopted will shortly be showing results.'

In reply the Board of Trade have made the following comment:

The full resources of the Board and of other departments are being actively deployed in support of the industry's export efforts. The joint machinery – the 'alternative course' referred to above – was specifically designed to enable the industry and the departments to ensure that this co-operation is focused in the most effective way. Nevertheless, as the committee have recognized, the primary responsibility for initiating and conducting export business inevitably rests with the industry itself. It was surprising that the committee had not invited oral evidence from the Board of Trade to help to resolve the obscurity of which it complained; and the Board were certainly aware of the recent scarcity of exports successes reflected, as the Report puts it, in the export statistics. In their written memorandum to the committee the Board of Trade had sought to explain the many specific ways in which their export promotion facilities can be utilized by the nuclear power industry – e.g. transmission to the industry through Export Services Branch of market intelligence reported by United Kingdom Commercial Posts throughout the world; advice on commercial conditions in individual markets; assistance in financing inward trade missions, United Kingdom participation in overseas trade fairs, and market research; and the nature of ECGD's credit facilities for nuclear power exports.

Assistant Official Receiver appointments

THE BOARD OF TRADE announce the appointment of Mr. J. A. Sell, at present an Assistant Official Receiver in Bankruptcy – High Court, as an Assistant Official Receiver in Companies Winding Up – High Court. His appointment took effect on October 13.

Mr. D. A. Thorne, an Inspector of Official Receivers, was appointed to succeed Mr. Sell as an Assistant Official Receiver in Bankruptcy – High Court on the same date.

Californian firm sets up in Cumbernauld

THE NATIONAL Semiconductor Corporation of Santa Clara, California has established a 12,800 sq. ft. factory in Cumbernauld. It is located at Wardpark and will initially employ 70 workpeople and this figure will eventually grow to 300. The plant will be utilized for final test and finishing and will also warehouse parts. Long term goals are to perform semiconductor wafer fabrication and supply complete engineering and application assistance in the plant.

Aviation and Shipping

Merchant Navy examinations—revised regulations

REVISED REGULATIONS for the examinations of engineers in the Merchant Navy were issued by the Board of Trade on October 7. The revisions have been made necessary because of advances in the technological design of ships and the automotive processes installed. Changes have been made in the qualifying sea service requirements for candidates for a certificate competency as first or second class engineer. In future service performed by engineer officers in work practices in ships operated on other than the traditional eight-hour watch routine may be accepted provided that such work practices provide a reasonably balanced system of service. For first-class certificate service must be performed in steamships of not less than 99 nominal horse-power or motor ships of not less than 560 brake horse-power. For second-class certificates the standards are 66 nominal horse-power or 373 brake horse-power respectively.

Copies of the regulations (Regulations for the Examination of Engineers in the Merchant Navy, Revised (1958) Edition) may be obtained from HMSO (price 6s., by post 6s. 4d.) and through booksellers.

Changes in the examination for Certificates of Competency in the Merchant Navy, Masters and Mates, Regulations, will be announced shortly in a Merchant Shipping Notice.

Collision between motor trawlers 'Northern Isles' and 'Admiral Rodney'

THE BOARD OF TRADE have ordered a public formal investigation to be held into the circumstances of the collision between m.t. 'Northern Isles' and m.t. 'Admiral Rodney' on June 21, in the North Sea (off Rattray Head.)

The date and place of the investigation will be announced later.

Collision between motor vessels 'Rattray Head' and 'Tillerman'

THE BOARD OF TRADE have ordered a public formal investigation to be held into the circumstances of the collision between m.v. 'Rattray Head' and m.v. 'Tillerman' on June 24, in the North Sea (about 15 miles North East of the River Tyne).

The date and place of the investigation will be announced later.

Air Transport Licensing Board's annual report

THE NINTH ANNUAL REPORT of the Air Transport Licensing Board was published on October 8 as House of Commons Paper 388 by HMSO, 49 High Holborn, and branches. Price 3s. 6d.

Mr. William Rodgers, Minister of State, Board of Trade, with British Empire Medal award holders after the presentation ceremony held at the Board of Trade on September 26. Left to right: Mr. Richard Evans, coxwain, Moelfre, lifeboat; Mr. Albert Lymn, airport foreman (retired), Edinburgh (Turnhouse) Airport; Miss Patricia Harper, air traffic control assistant, Preston Air Traffic Control Centre, NATCS; Mr. Angus Mac Donald, merchant seaman; Mr. Malcolm MacDonald, coxswain, Stornoway lifeboat; Mr. Alfred Maddrell, coxswain, Port Erin lifeboat; The Minister of State; Mr. John Plummer, coxswain, Caister lifeboat; Mr. Thomas Richmond, merchant seaman; Mr. Robert Rae, storekeeper, Northern Lighthouse Board, Oban; Mr. John Wilson, merchant seaman; Mr. Desmond Trimble, merchant seaman; Mr. John Young, merchant seaman.

Government Publications

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published by the allied accountancy bodies, price 15/- post free, obtainable from the Institute of Chartered Accountants in England and Wales, City House, 56-66 Goswell Road, London, E.C.1. (Cheque/PO to be made payable to G.E.T.)

New Books

The Monopolies Commission in Action, by Alister Sutherland. (96 pages. Cambridge University Press. 12s.) The main questions which this study seeks to answer are: has the Monopolies Commission's attitude towards the structure, behaviour and performance of the monopolized markets for goods and the mergers it has investigated been consistent; have the remedies recommended by the Commission in monopoly cases dealt accurately and consistently with the mischiefs identified; what general conclusions can be drawn about the Commission's attitude to monopoly situations? The method adopted was to examine the major Monopolies Commission reports published between August 1965 and November 1968. Five full reports on monopoly situations are included in this sample (colour film, detergents, cinema films, flat glass and cellulosic fibres), together with the infant milk foods report, and eight merger reports, of which the BICC/Pyrotenax report receives particular attention. Mr. Sutherland concludes that in respect of monopolies, the Monopolies Commission is unwilling to recommend major structural changes, and its proposed remedies are not likely, therefore, to have great or lasting effect. Recommendations are included for new legislation, and for action by the Board of Trade and the Monopolies Commission. This study, based on research commissioned by the Board of Trade, is published as number 21 in the series of *Cambridge University Department of Applied Economics Occasional Papers*. Readers should note that the Board of Trade booklet on mergers referred to in the footnote on page 10 has now been published as *Mergers: a Guide to Board of Trade Practice* (HMSO. 7s. 6d.; by post 8s.).

Profitable Marketing for the Smaller Company, by C. Graeme Roe. (177 pages. Directors Bookshelf. £2 15s.; £2 5s. to members of the Institute of Directors.) This book is aimed at the directors of the 100,000 companies in the United Kingdom which have a turnover of under £½ million a year. The author's thesis is that to such companies 'marketing' is a substitute name for 'selling and advertising'. He acknowledges that these constituents are important elements in marketing but he attempts here to cover the much wider range of management functions which make up marketing when this is defined as the most effective use of a company's capital and human resources. He discusses clearly the apparent contradiction of increased sales through the use of modern techniques with the fact that no great increase in overall profits accrues, and he shows clearly how modern techniques can be profitably organised and controlled on a limit budget. His remarks on the place of marketing in the wider context of management functions are amplified in **A Guide to the Study of Management,** edited by Thomas Kempner, *ATM Occasional Paper No. 6. (111 pages. Basil* Blackwell. 25s.) which lists, for those who wish to study management, the opportunities that are available at all levels – not only in the theoretical or background subjects like economics, the behavioural sciences and statistics, but also in the practical and integrating applications of these studies in subjects like, marketing, financial management, personnel management and operational research. Each chapter is written by a specialist contributor who deals with his subject in a uniform way. Each subject is defined and put in its place in the scheme of management studies, and the chapters describe the course levels, what previous knowledge is desirable, and discuss the best means of study – whether by lectures, projects or case study, etc. Short book lists for further study are given for each subject considered.

The Transport Policy of the European Communities, by Nigel Despicht. (85 pages. Available from Research Publications, 11 Nelson Road, London SE10. 7s. 6d.) The twelfth in the *European Series* of papers on Britain and the Common Market, published jointly by Chatham House and Political and Economic Planning, describes the inland transport policy of the Six, analyzes their policy-making to date, and suggests how it might be developed to meet the needs of an enlarged Community. After lengthy discussions of ambitious plans for a common transport policy, the Six have agreed to a more modest set of proposals which includes (a) an experimental Community quota of 1,200 licences for road haulage carriers to operate in other member states, (b) a 'forked tariff' which sets floor and ceiling rates for frontier-crossing road haulage, (c) a ruling on transport cartels, and (d) common standards for labour safety. In considering the future direction of transport policy, Mr. Despicht singles out three issues as being the most important. The first is the creation of a network of trunk services for an enlarged Community, including shipping, aviation and pipelines as well as the forms of transport with which the Community has been concerned to date. Secondly, transport policy should be geared to regional and urban policy. Thirdly, a common community transport policy should be worked out within the framework of the Community's medium-term economic policy programme; and the heavy public investments required should be decided within this context.

Penguin Books have recently published five books which form part of their *Penguin Modern Economics* series. **The International Monetary System: Efficiency and Practical Alternatives,** by Herbert G. Grubel. (208 pages. 7s.) contains first a theoretical model of an efficient monetary system. In the second part of the book each of the major prototypes of international monetary order, flexible exchange rates, gold standard, gold exchange standard and centrally created reserves is analyzed from three points of view. The author is Associate Professor at the Wharton School of Finance and Commerce, University of Pennsylvania. The main aim of **Balance-Of-Payments Policy,** by B. J. Cohen. (166 pages. 7s.) is to show that the subject of balance-of-payments policy can be comprehended readily by any student familiar with the basic principle of economic theory. **Elements of Regional Economics,** by Harry W. Richardson. (166 pages. 7s.) Regional economics is a relatively new, rapidly developing branch of economics. *Elements of Regional Economics* is conveniently divided into three parts that separate out for analysis inter-regional macroeconomics, spatial and location aspects, and policy and planning problems. **Wages,** by B. J. McCormick. (188 pages. 7s.) analyzes the processes by which work is undertaken in modern industrialized societies. By juxtaposing established theory and observed reality the author reveals some of the unfounded assumptions that have become embedded in economic thought; and where strictly economic factors have failed to account for empirical data, non-economic data are scrutinized in an attempt to see how such factors might have undermined conventional explanations. Collective bargaining occupies a central place in the book, and its effects are assessed in the light of precise models. **The Economics of Agriculture,** by David Metcalf. (144 pages. 7s.) is both a descriptive and analytical introduction. After an analysis of the farmer's production decisions and the resource structure of the agricultural sector, the author reviews the economic impact of technical change and the role of agriculture in economic growth.

Follow-Up Report on 'Exports by Air'. Economic Development Committee for the Movement of Exports. (6 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1). The EDC for the Movement of Exports published a report on air freight under the title *Exports by Air* in September 1967. The *Follow-Up Report on 'Exports by Air'* highlights the three main areas of follow-up work: firstly, the airlines, with particular reference to the separate identification of handling costs, the physical consolidation of cargo into larger units, and the impact of both on their rating structures; secondly, the agents and their developing role in the context of the first area; thirdly, the ground environment.

Report of Visit by British Aerospace Industry Mission to Japan, New Zealand and Australia, 9th-30th April, 1969. (41 pages. The Society of British Aerospace Companies Ltd., 29 King Street, London SW1. Available to members only.) This mission, sponsored jointly by SBAC and BNEC, was a follow-up to an earlier mission to Japan in November 1967. The mission visited Australia and New Zealand in order to emphasize the successful achievements of the British aerospace industry, particularly in the export and new order fields, and to point out the completeness and underlying strength of the industry. It also aimed to explain the industry's policy of collaboration, to explore opportunities for such collaboration and to gather constructive criticisms of British marketing methods and commercial performance.

Other Publications

EXPERIMENTATION FOR MARKETING DECISIONS, by Keith K. Cox and Ben M. Enis. 122 pages. International Textbook Co. Ltd. 22s.

HOW TO MAKE AND CONTROL A PROFIT PLAN, by B. H. Walley. 253 pages. Business Books. £3 10s.

INSURANCE POLICIES: A SURVEY OF PERSONAL ACCIDENT AND SICKNESS COVER. INFORMATION SUMMARY No. 142. 16 pages. British Institute of Management, Management House, Parker Street, London WC2. Free to members.

THE LAW OF EMPLOYMENT IN A NUTSHELL, by Douglas Brown. 93 pages. Sweet & Maxwell. 12s.

THE LAW OF WEIGHTS AND MEASURES. SECOND (CUMULATIVE) SUPPLEMENT, by John A. O'Keefe. 121 pages. Butterworth & Co. (Publishers) Ltd. £2.

THE MEASUREMENT OF CAPACITY: A PRELIMINARY INVESTIGATION INTO METHODS OF MEASURING LEVELS OF CAPACITY UTILIZATION IN THE UNITED KINGDOM AGGREGATE SECTORS, by G. Briscoe, P. O'Brien and D. J. Smyth. 45 pages. Available free from the Graduate Centre for Management Studies, 36 Wake Green Road, Moseley, Birmingham 13.

MONETARY CIRCULATION IN THE UNITED KINGDOM: A STATISTICAL STUDY, by P. J. Welham. 118 pages. Basil Blackwell. £1 10s.

NATIONAL INCOME AND EXPENDITURE 1969. Central Statistical Office. 108 pages. Available from HMSO at 9s.; by post 10s.

International Trade Centre Publications

THE FOLLOWING PUBLICATIONS in English, French and Spanish, are available from the International Trade Centre, UNCTAD/GATT, Palais des Nations, 1211 Geneva 10, Switzerland. On written request the Centre will supply copies free of charge to official bodies, and to traders in the developing countries who apply on their business letterhead. Out-of-print publications may be consulted in the libraries of government or private trade organizations. All material appearing in Centre publications may be translated and/or reproduced in whole or in part without prior permission provided credit is given to the Centre.

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Manual of Export Promotion Techniques	1966 – US$5 **
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Compendium of Sources: International Trade Statistics	1967 – US$5 **
Compendium of Sources: Basic Commodity Statistics	1967 – US$5
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Lectures in Export Promotion (published in co-operation with the Dag Hammarskjöld Foundation, Sweden	1968 – Free
Reprints of FORUM Articles	
In the United Kingdom Food Market – A New Taste for Variety. 5p. (Vol. IV, No. 1)	April, 1968 – Free
Tropical Sawnwood in Europe – Privileged Product: Unexploited Market. 6p. (Vol. IV, No. 1)	April, 1968 – Free

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Government surplus sales by auction

MINISTRY OF DEFENCE

Date	Stores	Location	Auctioneers
October 21-23	Miscellaneous stores	The Lido Hall, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).

Perkins P6 and P4 and Enfield HO2 and V S1 diesel engines; 5-ton overhead travelling crane; Fowler diesel locomotive 150 h.p.; Allen 12/21 trench excavator; Blaw Knox concrete mixer; road surfacing scrapers; dumpers; diesel driven road roller; Tasker 2-wheel trailer generating set and 4-wheeled radar cabin; portable welding plant diesel driven; water pumps; fire pumps; fire pump trailers; generators; 3-tons bridging steel; 15-ton hydraulic jacks; charging sets; steel safes; miscellaneous engineering and electrical equipment; wireless and communication spares; machine tools; MT spares; binoculars; watches; surveying equipment; electrical cable; DMS and leather ankle boots; greatcoats; shirts; large quantities vests and drawers; raincoats; battle dress; white and coloured blankets; khaki and drill trousers; scrap leather; rubber and webbing; household and office furniture; kitchenware; cutlery and glassware, etc.

October 29	Vehicles and miscellaneous stores	Auctioneers premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292).

Austin K2 Vans; Land Rovers; Ford 500E 2-ton Vans; Ford and Thames ET6 5-ton Vans; Morris J2 Mini-Buses; Brockhouse Trailers; Morris LDM30 Commercial Van; miscellaneous wireless receivers and spares; fire pump equipment; portable hand cranes; hydraulic conveyor; pneumatic hoists; telescopic screw jacks; wooden boxes; aluminium tinplate for boxes; miscellaneous hand tools; batteries; vehicles spares; large quantity linen-backed litho paper; miscellaneous crockery and kitchenware; furniture including, sideboards; chests of drawers; filing and bathroom cabinets; lockers; chairs; tables; wardrobes, etc.; clothing and textile including, battle dress; ankle boots; shirts; shorts; serge jackets and trousers; carpets; curtains; blankets; mattresses and pillow slips; sheets; kitbags; linoleum, various sizes; woollen rags, etc.; and large assortment of miscellaneous general stores.

November 4-5	Miscellanenus stores, vehicles	Central Ordnance Depot, Bicester	Midlands Marts, Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073).

Brockhouse Trailers; Ford 500E 2-tonVans; Land Rovers; ET6 5-ton Vans; Morris Mini-Buses; Morris LDM Commercial Van; Blaw Knox concrete mixer; Douglas 1-ton factory truck; rotary snow ploughs; conveyor type road sweeper; 4-wheeled road sweeper trailer; fire pump equipment; Matchless motor cycle spares; M.T. spares; tools and equipment; Mack truck, 6 by 5 LHD; ankle boots (unworn); womens jerseys and vests; poplin shirts and collars; mackintoshes; drawers and vests; battle dress; denims; tartan trews; mixed rags; furniture and kitchenware; and other general stores.

November 12	Vehicles and miscellaneous stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington, Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292).

Morris Mini-Buses; Thames 2-ton Vans; Land Rovers; Austin Vans; Brockhouse Trailers; Ford 'Snogo' Rotary Snow ploughs; Mack Trucks with Grit Spreader Bodies and Winches; Atkinson Diesel Trucks with Grit Spreader Bodies and Angledozer Blades; a 'Unimog' with Air Cooled V6 Diesel Engine; machine and hand tools including, bench grinders; bending machines; presses; crimping and riveting tools; bolt croppers; pneumatic drills; electric saws; vices; augers; chisels; hammers; jacks, etc.; electrical items including, oscilloscopes; rectifiers; junction boxes; valves; batteries; heaters; cable; loudspeakers; indicators; test sets, etc.; gyro units; stop and pocket watches; binoculars; clothing and textiles; office and household furniture; telephones; oxygen spares; engine covers; rack assemblies; canvas delivery hose; wooden boxes; bedding; carpets; table linen; kitchen utensils; cutlery, etc.; large quantities of miscellaneous stores.

November 18	Vehicles and miscellaneous stores	Northern Command Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH (Tel. 0532 20898).

Thames and Austin Vans; Land Rovers; Morris Mini-Buses; Brockhouse 2-wheeled Trailers; fork lift trucks; pallet transporters; lathes; grinding machines, generating and charging plants; welding plant; transport and lifting equipment; compressors; hot dip tanks; lubricating, spraying and washing plant dynamometers; telephone cable; tyres; electrical, signal and wireless equipment; tool kits and hand tools; firefighting equipment including lengths of delivery hose; trolley, hydraulic and screw jacks; binoculars; watches; ironmongery; household and kitchen equipment; steel and wooden boxes; jerricans; buckets electric fires; motor vehicle assemblies, spares and equipment; sandbags; tents; canvas; packs; haversacks; carpets; curtains; groundsheets; webbing; kit bags; camp equipment; clothing including, greatcoats; raincoats; battle dress; shirts; jerseys; boots and shoes, etc.; chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc.; large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior and up to dates of sales, price 1s. 0d. (postal orders only).

SALES BY TENDER

SCRAP AIRCRAFT TYRES, HIGH NYLON CONTENT

Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iii (A)), Room 418, First Avenue House, High Holborn, London, W.C.1.

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(i) Branston, Staffs. (Tender No. 2535) – 10 a.m. November 4, 1969.
(ii) Portsmouth, (Tender No. 2528) – November 6, 10 a.m. 1969.
(iii) Portsmouth. (Tender No. 2534). 10 a.m., November 20, 1969.

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Statistics

Symbols used in all statistical tables are:—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

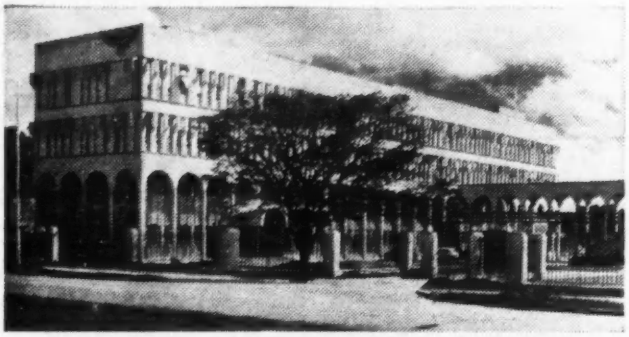
	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	-39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	-47	75	93
1967															
2nd quarter	112	113	126	125	109	100	136	131	127	..	..	43	-10	1	15
3rd quarter	112	114	129	127	111	102	134	122	120	..	..	-33	-25	-10	-21
4th quarter	112	116	129	129	112	104	132	120	118	..	..	76	-30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	..	..	-74	-100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	..	..	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	..	..	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	..	..	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	..	..	117	120	-11	13
2nd quarter	114	123	140	141	112	104	131	135	134	..	..	22	7	-11	- 3
1969															
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									
August						105									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in £ million
								Series in thousands			4,983	4,211	
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	-381
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	- 50
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	3·5	108·4	108·2	175·3	515	175	24,475	129	119	-283
1968	108	129	125·0	4·7	120·5	112·4	187·7	543	189	24,319	159	147	-265
1967													
3rd quarter	112	105	119·0	1·7	107·1	108·4	177·2	555	163	24,502	125	120	18
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	108	-255
1968													
1st quarter	107	117	122·1	3·0	122·4	111·4	184·8	511	184	24,362	156	142	- 91
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	-101
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	- 7
4th quarter	108	129	127·2	5·6	120·4	113·1	191·4	533	210	24,309	163	155	- 66
1969													
1st quarter	111	134	129·7	3·2	122·3	114·1	194·6	499	206	24,324	162	154	18
2nd quarter	119	131	131·8	5·4	124·7	115·1	195·4	527	195		168	162	75
3rd quarter								581	192				
1969													
March	111	134	130·3	5·3	122·7	114·4	195·0	504	203		163	155	
April	117	134	131·7	5·5	123·	114·8	195·1	519	199		166	154	
May	119	131 p	131·5	5·3	123·4	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	5·3	124·4	115·4	195·7	543	191		173	170	
July		132 p	132·1	5·3	124·5 p	115·8 p	196·6	577	186		170	163	
August			131·8	4·9	126·2 p	115·9 p	197·0	585	192		165	180	
September								580	199				

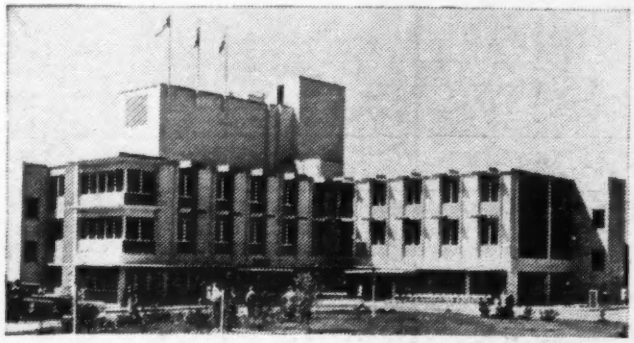
† Not seasonally adjusted.

BRITISH CONSTRUCTION WORK OVERSEAS 1968-1969

Contractors maintain the momentum



The President's Secretariat in Lusaka, Zambia, constructed for the Government of the Republic of Zambia by the Mitchell Construction Company (Zambia) Ltd., a member of the Mitchell Construction Kinnear Moodie Group Limited, at a cost of £400,000. This four-storey building represented a further Design and Construct contract awarded by the Zambian Government to the company.



This $4 million regional hospital, the first of its kind designed in Canada with a central medical service and supply core, has been completed on time by Laing Construction and Equipment Limited, Canadian member of the Laing Group, at Cranbrook, British Columbia.

INFORMATION COLLECTED by the Ministry of Public Building and Works shows that British building and civil engineering firms obtained contracts for construction work overseas to the value of £234 million during the year ended March, 1969.

This figure of £234 million exceeds the £232 million – the highest previously recorded – of contracts awarded in 1967/68, and maintains the sharp improvement achieved in that year, as do the estimates of work done and work still outstanding during the year. The fall of the value of contracts obtained in the Sterling Area is largely accounted for by two very large individual contracts won in 1967/68 which are still reflected in the value of work outstanding; and this fall has been very nearly offset by a substantial increase in Dollar Area Contracts, a reversal of the trend shown a year ago. Details are given in the table at Appendix A. Credit for this overall satisfactory position must in the main rest with those firms who have responded to the demanding challenge of overseas work by meeting foreign competition with better completion dates and lower tendering prices. There is no doubt that the overseas market offers considerable scope particularly in the field of civil engineering, and many firms have found it profitable to set up foreign subsidiaries or to go into partnership with established local enterprises in order to form a firm base for further expansion.

North America

British firms were active in North America, and the Mitchell Construction Company (Canada), a member of the Mitchell Construction Kinnear Moodie Group, obtained contracts totalling some £5 million for work in Ontario. The three largest contracts, all over £1 million in value, are for the construction of the second phase of the development programme for the Humber College of Applied Arts and Technology, the building of a school of nursing for over 450 students and a residence for 400 students, and the erection of a new research and development headquarters for Shell Canada. The other contracts awarded to Mitchell Construction include the construction of a new two-storey building in Toronto for the Bell Telephone Company of Canada, a bank and office building, also in Toronto, new offices and facilities for the Missionary Heath Institute, Ontario, and a new swimming pool at Oshawa. Plans to double the size of the town centre in Guildford, near Vancouver, British Columbia, were announced by Grosvenor-Laing Development Company (Canada) Ltd., an associated company of the Laing Group, at an estimated cost of £2.5 million. This is the second phase of the town centre scheme and will include a departmental store and an additional 30 shops. The basic design character of the second phase will be similar to the adjoining first phase, completed by Grosvenor-Laing in 1966. Another contract awarded

Table 1. Contracts obtained and work done 1967-1969

£ million

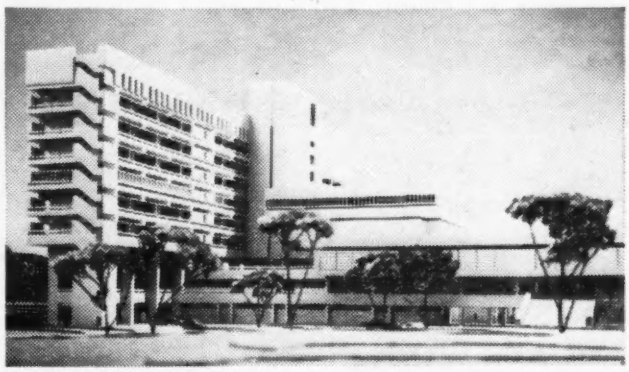
	Total value of contracts obtained in the year ending			Estimated value of work done in the year ending			†Value of work outstanding at		
	March 31, 1967	March 31, 1968	March 31, 1969	March 31, 1967	March 31, 1968	March 31, 1969	March 31, 1967	March 31, 1968	March 31, 1969
Sterling	96	161	119	95	99	112	97	160	168
Dollar	58	37	76	56	53	64	49	31	42
Western European	12	11	16	13	16	11	13	8	12
Remainder	4	23	23	8	14	17	15	23	28
TOTAL	170	232	234	172	182	204	174	222	250

† Including extensions and increases in cost, less cancellations to contracts previously reported.

to Laing Construction and Equipment Ltd., Canadian members of the Laing Group, is for the construction of a wood and saw mill at Kitimat in British Columbia.

The Caribbean

In the West Indies, an important contract valued at £3.5 million was obtained by Higgs and Hill (Jamaica) Ltd., for the construction of a regional hospital at Montego Bay, Jamaica. It will be a multi-storey concrete-framed building, consisting of a three-storey base block surmounted by a medical service block rising to a total of six storeys, and included in the contract are external works, roads, car parks and all services. Higgs and Hill Ltd., are also actively concerned with the tourist development on the Caribbean island of St. Kitts. The British company are to finance the



A model of the new £3½ million hospital to be built at Montego Bay, Jamaica, by Higgs and Hill (Jamaica) Ltd.

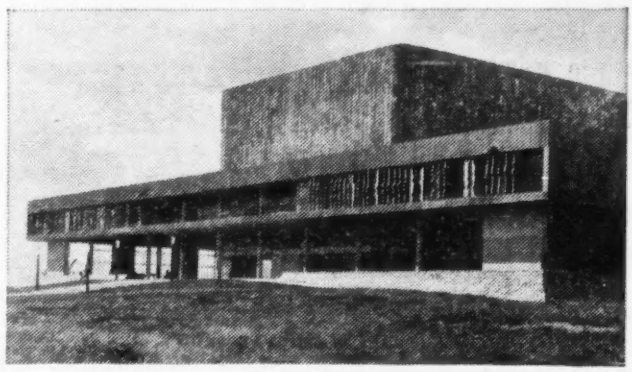
initial stage of the £29 million Frigate Bay project and have arranged a loan of £0.5 million to enable the first phase to start. The Frigate Bay scheme is part of a large-scale tourist and property development on St. Kitts, one of the West Indian Islands still virtually unknown to the North American and European holiday maker. Phase one is expected to cost in the region of £2 million and will include construction of the road network and essential services for which Higgs and Hill are responsible. The overall plan for St. Kitts was prepared by the London architectural and planning consultants, Covell, Matthews & Partners. Other consultants are Brimer, Martin, Maggs, Keeble & Partners (Structural and Civil Engineers), and Wakeman Trower & Partners (Quantity Surveyors). The Caribbean Construction Co. Ltd., a Kier subsidiary, was awarded a contract for the construction of a five level car park at Kingston, Jamaica, and other contracts obtained in the Caribbean by British firms include a contract for seven miles of trenching and duct laying awarded to the Mitchell Construction Company (Caribbean) Ltd., by the Barbados Telephone Company, and a contract awarded to John Mowlem and Co. Ltd., for the construction of a new oil tanker sea berth at Aruba in the Netherlands Antilles.

Europe

A Manchester company, SIKA Northern Contracts Ltd. is now in the unique position of being the only British sub contractor working on the construction of the Straumsvik Aluminium Reduction Plant in Iceland, and is believed to be the first company to install in-situ reinforced plastics in Iceland using British labour and materials. The company's specialist experience in providing jointless, impervious, acid and chemical resistant linings helped to win this contract for Britain against international competition. The work involves the installation of 5,000 square yards of Colmasyn glass fibre reinforced polyester in-situ mouldings to the reinforced concrete tables and columns housing the cathodes and anodes; the linings provide insulation barriers between the structures and eliminate any leakage of electric current through the main structures, thereby preventing electrolytic corrosion of the steel reinforcement.

In Sweden, Kinnear Moodie & Company Ltd., a member of the Mitchell Construction Kinnear Moodie Group Ltd., was awarded a contract to provide British miners, technical assistance, tunnel plant and concrete segments for the construction of a 10 ft internal diameter tunnel through soft ground in the city of Gothenburg. This contract is part of a larger contract for the main drainage system most of which is being driven through rock. Kinnear Moodie, who have previously supplied specialist tunnelling equipment and services for other Swedish projects, have an agreement with two leading Swedish contractors to assist in soft ground tunnelling in Sweden.

Laing Iberica SA, the Spanish member company of the Laing Group, was again successful in Spain and obtained a number of contracts for various types of work. Two of these contracts are for the construction of 396 flats in Barcelona and roads, sewers and water mains for a proposed housing estate in Valencia. Other contracts awarded to Laing Iberica include the construction of a central bus station and hotel/commercial centre in Jerez de la



The front facade of the new Zambia Parliament Building at Lusaka built by Costain (Zambia) Ltd.

Frontera, Cadiz Province, and a flyover in the centre of Madrid. The flyover will be more than 620 ft long and will connect the two streets of Eduardo Dato and Juan Bravo, crossing over the main north/south avenue of Castellana.

In Gibraltar, Taylor Woodrow received contracts for the erection of a seven-storey office building incorporating an extension to the existing telephone exchange, and the construction of a cold store and mess room. Terrapin Ltd., also secured a contract in Gibraltar, awarded by the Ministry of Public Building and Works, for the supply and erection of four system-built classroom blocks to be incorporated in a new primary school.

Africa

In East and West Africa, British firms continued to be successful and the Mowlem Construction Company Ltd., obtained an important £6.7 million contract for the construction of 12 fully equipped rural hospitals in Uganda. This is the second phase of a rural hospital construction project which was started by Mowlem Construction in 1965. The Mowlem Group was also awarded a £2 million contract by the Uganda Government to construct a further 82 miles of main highway which will form part of the Cape to Cairo road. Some £0.25 million worth of heavy earth moving equipment will be bought in Britain and shipped out to Uganda to help in building the new road. Further east, in Kenya, G. N. Haden and Sons were awarded a contract to provide mechanical services to the Kenyatta National Teaching Hospital in Nairobi. The project includes eight operating theatres, sterilization units, consultants' outpatients clinics, an intensive care unit, X-ray department, clinical sciences block, a boiler house and oil storage facilities. A £3 million contract was awarded by the Federal Government of Nigeria to British Insulated Callender's Cables Ltd., to implement the next phase of the modernization plans for the Nigerian Telecommunications Network This contract covers the survey, design, manufacture and installation of complete subscriber cable networks in 22 widely separated localities throughout Nigeria. To the west, in Ghana, Taylor Woodrow was awarded a contract for an extension to existing factory and ancillary works at Tema.

British firms also obtained contracts in North and South Africa. In North Africa, Costain and Press (Overseas Services) Ltd. was awarded two contracts totalling over £1.7 million for civil and mechanical engineering work in the Libyan Desert. The larger contract, worth 1.2 million is for the construction of increased oil production facilities at Sarir. The other is for the construction of a pipeline booster station 140 miles south of Tobruk.

(*Continued on next page*)

In South Africa, the Drake and Scull Engineering Company Ltd. won a £2.5 million contract to provide the electrical services for a £30 million commercial development in Johannesburg. This development is claimed to be the largest single commercial project in the southern hemisphere.

The Middle East

A valuable £14.6 million contract was awarded to Costain Civil Engineering Ltd. by the Ruler of Dubai to extend Port Rashid, the new deepwater harbour at present under construction. This will increase the value of the work from £9.4 million to £24 million and the number of deepwater berths will be increased from four to 15, making Port Rashid the largest harbour in the Middle East. The consulting engineers are Sir William Halcrow & Partners, Dubai will thus become a major sea and air link between East and West; for Costain also obtained a contract valued over £4 million to build an international air terminal there, the first jumbo jet air terminal in the Middle East. Another contract for work in the Middle East was awarded to Costain Civil Engineering Ltd. to build a water pipeline and distribution centre in the Sultanate of Muscat and Oman. This scheme is the first phase of a development project being prepared by London architect John R. Harris, and the consulting engineers are Scott, Wilson, Kirkpatrick & Partners. Also active in Muscat and Oman are the Brightside Heating and Engineering Company Ltd., who won a contract for air conditioning and mechanical services for a petroleum project at Saih-al-Maleh. Humphreys Ltd. won their second contract for the construction of roads for the Saih-al-Malah camp of Petroleum Development (Oman) Ltd., and also obtained a contract to build 100 houses at Al-Ain, the second town of Abu Dhabi. BICC received a contract from the Government of Abu Dhabi for the supply and installation of cables for expansion of power distribution systems in the towns of Abu Dhabi and Buraimi. The consulting engineers are Ewbank & Partners Ltd., of London.

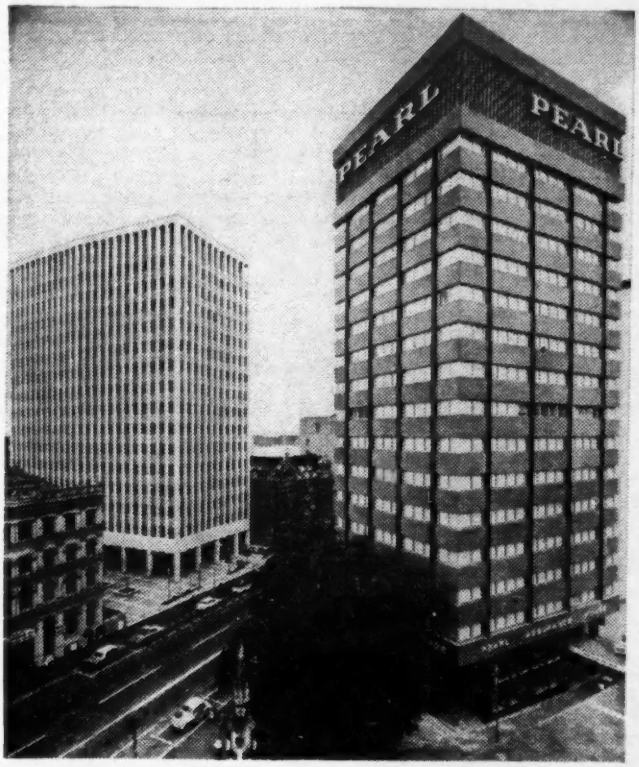
In Iran, a British company, Costain and Press (Overseas Services) Ltd., successfully negotiated a £14 million contract with the National Iranian Oil Company to build and equip a gas treating complex. This will form part of the world's largest gas trunkline which is planned to pipe 1,650 million cubic feet per day of natural gas from Southern Iran nearly 700 miles to Astara on the Caspian Sea, for onward transmission into Russia. The system will also serve the Iranian cities of Teheran, Esfahan, Ghom and Kashan.

Pakistan

In East Pakistan, the United Kingdom Construction and Engineering Company Ltd. was awarded a contract for the overall engineering and installation of a natural gas distribution network in and around the City of Dacca. The work includes the external wrapping, excavation, welding, laying and reinstatement of some 60/70 miles of mains. In West Pakistan, the Cementation Company won one of the largest grouting contracts ever let; this is for nearly £3 million and involves foundation grouting for the Tarbela Dam which will be located on the Indus River. The Tarbela Dam contract is the world's largest ever civil engineering contract, worth nearly £300 million.

The Indian Ocean

The first civil and commercial air link between the Seychelles Islands in the Indian Ocean and the outside world is to be established under a £3.4 million contract awarded to Costain Civil Engineering Ltd. for the construction of an airport on Mahe Island, the prinicpal island in the Seychelles. With a 9,800 ft runway, it will provide civil air links with Africa, India and the rest of the world. Hitherto, boat journeys of several days have linked the Seychelles with Mombasa, Bombay and Karachi. Building the airport, which will include terminal buildings and other facilities, will mean slicing the tops off two hills, shifting 600,000 cubic yards of rock and 400,000 cubic yards of soft material and reclaiming 250 acres from the sea. The dredging will be carried out by Costain Blankevoort International Dredging Company. The design of the project is by the Overseas Directorate of the Ministry of Public Building and Works, who awarded the contract.



Two of the largest and tallest buildings in Brisbane, Australia, have been built by Costain (Australia) Pty Ltd., under contracts totalling over £2 million. They are 'Eagle Towers' (left) an office block with a basement car park, and the Pearl Assurance Co. office block.

The Far East

In the Far East, Redpath Dorman Long (Northern and Tubes Group, British Steel Corporation) won a contract for a large hangar at Kai Tak airport, Hong Kong. The contract includes the design, supply and erection of the hangar, which will be used for servicing Boeing 707 and similar jet aircraft. About 1,300 tons of steelwork in tubes and structural shapes will be used in the building which will have clear internal dimensions of 200 ft wide, 400 ft long and 48 ft high. Taylor Woodrow in joint venture with a firm from Honolulu were awarded an important contract worth £4.5 million by the Port of Singapore Authority to construct new deep water wharves for handling container ships at East Lagoon, Singapore. The scheme was designed by Sir Bruce White, Wolfe Barry and Partners, of London. Against fierce international competition from six other countries, Costain Civil Engineering Ltd. won a valuable £5.6 million contract to build a new international airport in Brunei. The new airport will be carved out of 660 acres of dense jungle and will be able to take the largest modern jet airliners. Site clearing and levelling operations will form a major task in an area where 130 inches of rain falls annually, and more than seven million cubic yards of earth will be moved during this phase. The consulting engineers are Scott, Wilson, Kirkpatrick and Partners.

Australasia

In Australia, a number of contracts totalling some £2.5 million were obtained by Costain (Australia) Pty. Ltd., part of the British Costain Group. The largest contract, valued at almost £1 million, is for additions to Watsonia Army Camp in Melbourne, and another contract in Melbourne is for the construction of a three-storey office block. Other contracts awarded to Costain include a new building at Latrobe University, Bundoora, Victoria, new paint manufacturing, warehouse, administration, and laboratory blocks at Moorablin, Victoria, and extensions to the Department of Bio-

A model of a £2.7 million school and residential tower building being erected for Trinity School on Columbus Avenue, New York, by Blitman Construction Corporation of New York, a member of the Taylor Woodrow Group of London.

logical Sciences at the New South Wales Institute of Technology, Ultima. Taylor Woodrow secured a construction contract for work at the iron ore plant at Mount Tom Price in Western Australia. This represents another step in the development of the mining, processing and exporting of iron ore from the iron rich north-west of Australia to the steelworks of Japan.

Cubitt Wells Ltd., the New Zealand member of the Cubitt Group, obtained four contracts totalling £3.5 million in value. The two largest contracts are for substantial additions to Victoria University at Wellington and additions to Auckland University. The other contracts are for extensions and alterations to the Students' Union building at the Victoria University and additional buildings for the Wellington Polytechnic.

PROFESSIONAL SERVICES

Much of the work described above was carried out with the co-operation of the associated professional bodies of the construction industry and this article would not be complete without a reference to some of the major developments undertaken by these bodies.

Architects

British architects and town planners are working in a number of countries: the United States, Europe, North Africa and the Middle East and Commonwealth states generally.

Among recent major projects with which British practices have been concerned are hospitals in Canada, Malta, New Hebrides, Greece, Pakistan, Israel, large scale holiday and housing development in Narbonne (South of France); a cold store in Hungary; town planning in India and Nigeria; prefabricated tropical housing on Ascension Island; and universities and schools in many Commonwealth countries.

About 350 out of Britain's 3,500 firms of architects have experience in working overseas, and a number of them have permanent offices abroad. The Royal Institute of British Architects maintains an up-to-date Index of Practices which contains details (and often photographs) of work carried out by British architects.

The RIBA is therefore able to suggest firms suitable for overseas projects, and inquiries should be addressed to the Secretary, Practices Index, RIBA, 66 Portland Place, London, WIN 4AD (Telephone 01-580 5533).

Quantity Surveyors

Quantity surveyors are convinced that they have an exportable service and their participation in a number of projects some of which have already been referred to is steadily increasing. A number of overseas inquiries for details of the profession have been received by the Royal Institution of Chartered Surveyors from Europe and other overseas countries. Many countries have become aware of the existence of quantity surveying services and their value in securing cost effectiveness, and they see in them some prospects of solving their own problems of financial control. Particular interest is being shown by Japan, Holland and America. In America the design team have studied quantity surveyors' cost planning techniques and recommended it as 'creative cost control'. It is thought that all the sections of the surveying profession in the United Kingdom are in an expansive and adventurous mood ready to seek professional opportunities overseas. To this end an RICS working party has recommended that a quantity surveying degree should be combined with a modern language. Quantity surveyors' practices have expanded their activities in Africa, America, Malta, the Bahamas, the Middle East, and other overseas countries.

Consulting Engineers

From the latest edition of the annual book on the overseas work entrusted to members, the Association of Consulting Engineers makes it clear how valuable and varied are the contributions which they make to United Kingdom exports. A large proportion of new engineering projects the world over continue to be put into the hands of British consulting engineers and it is not only i the construction sense that their skills are being employed. The economic assessment of projects is frequently an essential part of their professional services. The individual treatment, study, and understanding of clients' problems differ widely according to such variables as climate, conditions of government, the availability of labour, the terrain and costs; each problem presenting a challenge to be met by the intelligent application of accumulated experience in a variety of engineering specializations and with much personal ingenuity.

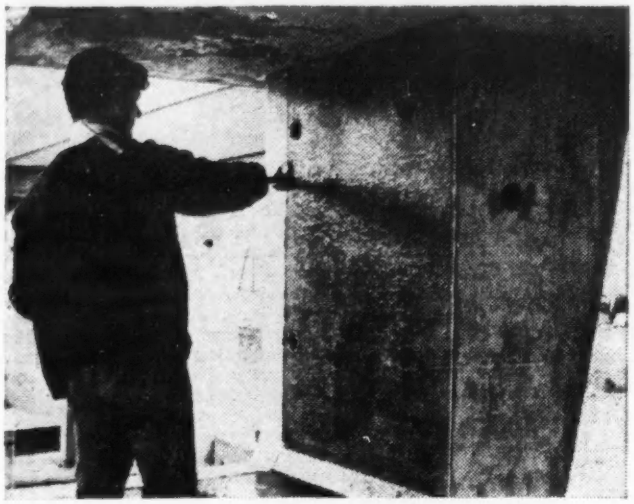
The extent to which the skill of British engineers continues to gain the respect of authorities overseas can be gauged from the capital value of the works they are currently commissioned to undertake in over 90 countries. Twelve years ago that value totalled some £550 million whilst at the beginning of this year it was no less than £1,638 million – this figure excluding the value of the £160 million Mangla Dam contract entrusted to Binnie and Partners. Such a record of progress fully deserves wider acclaim; all too frequently are the skills and talents of British engineers taken too much for granted and their true value obscured from public notice by those whose modesty has not been nurtured by professional discipline.

In many of the multipurpose projects specialized knowledge and experience are required. Consulting engineers are quite accustomed to calling in fellow members of the Association to provide such particular knowledge. By so doing the client can select his principal consultant to assume comprehensive responsibility for as many specialists as may be proved necessary for the project in hand.

'The developments of modern science' remains an abstract phrase until it can be given substance with such factual reality as Sir Alexander Gibb and Partners' building of the £16 million international airport at Baghdad or the vast electric projects engaging Merz and McLellan in Australia and costing together some £13 million.

At Qatar Pencol Engineering Consultants are at work on a sea-water distillation plant producing two million gallons daily while Preece Cardew & Rider are working at Gozo in Malta on a £1 million single purpose plant producing 500,000 gallons daily. Alongside progress with water supply schemes there are drainage and sewerage schemes such as that costing over £2 million in Brunei and in the care of Binnie and Partners. Further drainage and refuse schemes costing many millions are in progress in Iraq and Jamaica and being installed under John Taylor and Sons.

(*Continued on next page*)



Applying SIKA's Colmasyn polyester resin in-situ mouldings to reinforced concrete structures carrying cathodes and anodes at the Icelandic Aluminium Co. Ltd's Straumsvik Aluminium Reduction Plant. Approximately 5,000 sq. yards of Colmasyn is being applied to give a smooth, jointless, impervious membrane which will insulate the structures against electrolitic attack.

Discussing the model of the St. Kitts Development to be built by Higgs and Hill Ltd. for the Eastern Caribbean Governments (Associated States), are (left to right) The Hon. C. A. Paul Southwell, deputy premier of St. Kitts-Nevis-Anguilla; His Excellency Mr. N. G. F. Taylor, commissioner for the East Caribbean Governments, and Mr. A. F. Parker, joint managing director of Higgs and Hill Ltd.

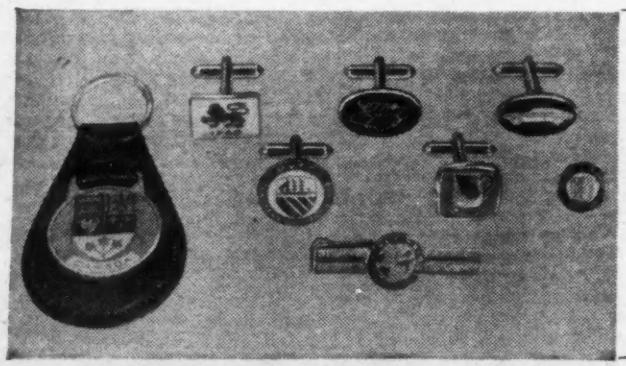
It was Ove Arup and Partners who in the past year gained another Queen's Award to Industry. This time their Award was for technological innovations in the pre-stressed concrete roofing of the famous Sydney Opera House.

In the sphere of national security Sir Alexander Gibb and Partners are contributing to the giant air defence project in Saudi Arabia costing upwards of 150 million, whilst in airport construction Ove Arup & Partners are at work on the £10 million Jan Smuts international building complex at Johannesburg Airport while Rendel Palmer and Tritton are going ahead with the £2 million airport extension at Sierra Leone and Scott Wilson Kirkpatrick and Partners are handling the Brunei International Airport likely to cost some £6 million.

The British consulting engineer has established his reputation not only by his technical skill but by his strict impartiality, integrity and fairmindedness towards both client and contractor alike. The Association of Consulting Engineers requires its members to practice quite independently of any manufacturing or constructional interests. The value of this approach ensures that clients may buy materials, labour and services in the best market available and thereby be subject only to the financial limitations imposed by those financing the project.

Moreover there is an increasing tendency towards the employment of consultants to prepare feasibility studies and preliminary design proposals for large projects and this may well include comprehensive economic assessments. Such commitments naturally favour the engagement of men of the highest integrity, who with a dedication to the interests of their client alone can recommend and operate the most efficient procedures to fulfil his requirements. It is therefore not surprising that in recent years closer co-operation between consulting engineers and such organizations as the World Bank, dealing with international finance, has become common practice.

Because of the growing importance of the work of the consulting engineer abroad it is intended in future years to devote a special article to their work; this article will appear in the *Board of Trade Journal* next summer and will describe more fully than hitherto some of the more important projects that the members of this profession have been engaged upon during 1969.



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Turnover of the motor trades in August

THE TURNOVER of the motor trades in August was 11 per cent higher than in August last year. This was a somewhat greater increase compared with a year earlier than in July (5 per cent) and in the first half of 1969 as a whole (1 per cent).

The start of the new index letter on August 1 has resulted in a sharp rise in sales of new vehicles between July and August more marked this year when sales rose by 28 per cent, than last year when the rise between July and August was only 15 per cent. In years previous to 1968 sales of new vehicles were lower in August than in July. In August 1969 sales of new vehicles were 16 per cent higher than a year earlier; for July and August taken together the increase was 10 per cent as compared with a fall of 5 per cent between the first halves of 1968 and 1969.

Sales of secondhand vehicles appear also to have been influenced by the starting of the new index letter on August 1. The greater number of new vehicle sales entails a greater number of used vehicles being taken in part exchange thus enlarging motor dealers' stocks of used vehicles for sale. This year there was a rise of 14 per cent in the value of sales between July and August compared with no change in 1968 and falls in previous years. Compared with August 1968 sales of secondhand vehicles in August this year were 4 per cent higher, but in July they were 8 per cent lower, suggesting no great change in experience from the fall of 5 per cent between the first halves of 1968 and 1969.

Sales of petrol, oil and accessories together with receipts from servicing and repairs, were 9 per cent higher than in August last year; this increase was marginally less than that recorded in June and July, but not different from the average level of increases recorded so far this year. Some part of this increase was accounted for by price increases.

Index numbers of turnover per week and percentage increases on a year earlier (†)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	155	172	154	150	144	156	176	183	150	160	151	149	154	147	150	159	127
	1969	164‡	157	171			145	158	165	176	165	171	157	171				
	1968	*9*	*26*	*1*	*4*	*5*	*18*	*24*	*33*	*– 1*	*9*	*– 3*	*– 2*	*9*	*5*	*5*	*7*	*3*
	1969	*2§*	*– 6*	*11*			*– 7*	*–10*	*–10*	*17*	*3*	*13*	*5*	*11*				
Analysis of Turnover: Sales of new motor vehicles (£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	158	204	148	140	141	185	209	214	136	165	144	130	149	141	149	172	111
	1969	164‡	162	172			141	167	174	190	165	164	135	173				
	1968	*9*	*41*	*– 7*			*33*	*39*	*48*	*–15*	*6*	*–11*	*–14*	*9*	*3*	*4*	*10*	*– 8*
	1969	*2§*	*–21*	*17*			*–24*	*–20*	*–19*	*35*	*—*	*14*	*3*	*16*				
Sales of secondhand motor vehicles (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	137	158	142	135	112	125	174	173	142	149	137	139	139	129	127	126	90
	1969	141‡	135	150			119	139	147	157	144	148	127	145				
	1968	*3*	*27*	*– 6*	*– 5*	*– 4*	*19*	*30*	*31*	*– 4*	*4*	*–13*	*– 6*	*1*	*– 7*	*– 6*	*– 7*	*—*
	1969	*–4§*	*–15*	*5*			*– 5*	*–20*	*–15*	*10*	*– 3*	*9*	*– 8*	*4*				
All other sales and receipts (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	160	151	164	165	160	144	147	160	165	161	164	171	166	159	162	161	157
	1969	174‡	162	179			160	158	166	173	174	188	189	181				
	1968	*11*	*11*	*12*	*10*	*10*	*5*	*8*	*19*	*15*	*14*	*9*	*9*	*12*	*9*	*10*	*8*	*11*
	1969	*9§*	*7*	*9*			*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*				

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers from period January to August 1969.
§ Percentage change for period January to August 1969 compared with the corresponding period of 1968.

Hire purchase and other instalment credit business in August—corrections

THE FOLLOWING CORRECTIONS should be made to the tables of the hire purchase and other instalment credit article, published in the *Board of Trade Journal* of October 8, page 952.

Table 1.
The index number for finance houses, new instalment credit extended for the three months ended May 1969, should read 106 provisional. The index number for durable goods shops, instalment credit sales for the three months ended August 1969, should read 95, and not 92, and the percentage increase over the three months ended May 1969 should read 2.

Table 4.
The index number for July 1969 in the first column headed 'Total of Selected Kinds of Business' should read 117r, and not 17r. The percentage increase for August 1969 in the last column headed 'Co-op Societies non-durable goods departments' should read 2, and not 7.

Table 5.
The index number for August 1969 in the first column headed 'All goods' should read 120, and not 102.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in August

THE CATERING TRADES, laundries and dry cleaners and hairdressers all showed much the same increases in turnover in August 1969, compared with August 1968, as had prevailed in the seven months January to July, compared with a year earlier.

Catering trades

After allowing for seasonal influences, the value of the turnover of the catering trades showed little increase between the three months ended May 1969 and the three months ended August.

Value of catering trades' turnover

Seasonally adjusted index numbers of sales per week (current prices)

	1967	1968	1969
1st quarter	114	116	122
2nd quarter	113	116	125
3rd quarter	114	118	125 3 months ended May, 1969
4th quarter	113	122	
			125 3 months ended August, 1969

The turnover of public houses remained at a high level in August, 9 per cent above the turnover in August 1968. This increase was no different from that which had been recorded in the previous months of 1969 compared with a year earlier. The same similarity with the experience in the first seven months of the year is reflected in the increase in the turnover of canteens – 5 per cent higher than in August 1968 – and restaurants, cafes, etc., with turnover 6 per cent higher than August 1968. Licensed hotels and holiday camps showed an increase of only 6 per cent in August 1969, compared with August 1968.

Laundries and dry cleaners

The value of the turnover of laundries and dry cleaners increased by 1 per cent between August 1968 and August 1969, a drop in the turnover of dry cleaners being more than balanced by an increase in the turnover of laundries. The prices charged for these services have increased sufficiently over the year to suggest a significant fall in the volume of turnover.

Hairdressers

The turnover of hairdressers showed a 1 per cent increase between August 1968 and 1969, a 5 per cent increase in the turnover of men's hairdressers being partly offset by a 1 per cent decrease in the turnover of women's hairdressers. These changes are very much in line with the experience of these kinds of business earlier in the year.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier—* 1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969		107	128			108	104	109	124	124	136	147*	148				
	1968	*3*	—	*4*	*3*	*6*	*1*	*1*	*-1*	*7*	*2*	*4*	*1*	*4*	*4*	*7*	*8*	*5*
	1969	*8§*	*7*	*7*			*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*				
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969		91	140			87	87	97	120	132	161	186*	191				
	1968	*7*	*2*	*7*	*7*	*10*	*4*	*3*	*-1*	*11*	*3*	*7*	*7*	*9*	*6*	*10*	*13*	*8*
	1969	*8§*	*9*	*9*			*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*				
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969		104	123			103	103	105	120	116	130	145*	151				
	1968	*4*	*1*	*5*	*4*	*4*	*1*	*2*	*1*	*7*	*4*	*4*	*2*	*4*	*3*	*4*	*5*	*4*
	1969	*5§*	*3*	*6*			*7*	—	*2*	*4*	*7*	*6*	*8*	*6*				
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969		111	131			115	107	112	129	127	135	144*	142				
	1968	*2*	*-1*	*3*	*1*	*6*	*1*	—	*-3*	*7*	*1*	*3*	*-1*	*2*	*2*	*8*	*9*	*4*
	1969	*9§*	*9*	*8*			*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*				
Canteens (‡) (£145 million	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969		120	113			119	119	123	111	116	111	99*	101				
	1968	*5*	*5*	*2*	*6*	*5*	—	*4*	*11*	*-5*	*5*	*4*	*6*	*7*	*5*	*5*	*4*	*6*
	1969	*5§*	*6*	*5*			*8*	*4*	*5*	*5*	*3*	*7*	*-1*	*5*				

§ January-August.
† The monthly periods consist of four weeks, except those marked * which are of five weeks. The August 1969 period was the four weeks from August 3, 1969, to August 30, 1969, the August 1968 period was from July 28, 1968, to August 24, 1968.
‡ Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier*— 1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969		97	105			93	97	101	102	109	103	103*	101				
	1968	—	*–1*	*–1*	*–1*	*2*	*–4*	*–3*	.	*–4*	*1*	*–1*	—	—	*–2*	—	*3*	*1*
	1969	*1§*	*1*	*2*			*4*	*–1*	*1*	*2*	*4*	*1*	—	*1*				
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969		101	105			99	100	103	101	110	105	107*	103				
	1968	*1*	—	*–1*	*1*	*3*	*–3*	*–2*	*4*	*–5*	*1*	*–1*	*1*	*1*	*1*	*1*	*4*	*3*
	1969	*3§*	*3*	*3*			*4*	*2*	*1*	*3*	*4*	*2*	*2*	*3*				
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969		92	103			84	91	98	103	108	100	96*	97				
	1968	*–2*	*–2*	*–2*	*–3*	*–1*	*–6*	*–4*	*4*	*–2*	—	*–3*	*–2*	*–1*	–	*–4*	*2*	*–2*
	1969	*–2§*	*–3*	—			*3*	*–5*	*–4*	*–1*	*2*	*–1*	*–1*	*–2*				

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier*— 1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969		101	105			99	98	104	106	107	104	107*	108				
	1968	*2*	—	*2*	*3*	*3*	*–2*	*–1*	*1*	*3*	—	*3*	*2*	*2*	*3*	*2*	*3*	*3*
	1969	*1§*	*3*	*1*			*5*	—	*3*	*1*	*4*	*–1*	—	*1*				
Men's haircressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969		100	105			101	98	99	102	103	109	112*	114				
	1968	*2*	—	*4*	*3*	*2*	*1*	—	*–1*	*3*	—	*3*	*1*	*3*	*3*	*1*	.	*4*
	1969	*3§*	*2*	*2*			*1*	*1*	*4*	*1*	*5*	—	*2*	*5*				
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969		101	106			99	97	106	107	109	102	106*	106				
	1968	*2*	—	*2*	*3*	*3*	*–2*	*–1*	*1*	*3*	*1*	*2*	*3*	*2*	*2*	*3*	*3*	*3*
	1969	*1§*	*3*	*1*			*7*	*–1*	*2*	*1*	*4*	*–1*	*–1*	*–1*				

For notes see Table 1.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, October 10, 1969.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Mining Review No. 2 – 23rd Year	Br/E 34428	10	October 6	Data Film Distributors Ltd.	National Coal Board.
Movietone News 2105	Br/E 34309	7	October 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2105A	Br/E 34310	7	October 10	" "	" "
Pathe News 69-81	Br/E 34361	8	October 10	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-82	Br/E 34362	7	October 10	" "	" "
				FOREIGN	
Midnight Cowboy	F 34425	113	October 6	United Artists Corporation Ltd.	Jerome Hellman Productions Inc.
Hurts and Flowers	F 34426	6	October 6	" "	Mirisch D.F. Inc.
Beyond Waikiki	F 34427	8	October 6	" "	United Artists Corporation.
The Fixer	F 34429	132	October 6	Metro-Goldwyn-Mayer Pictures Ltd.	John Frankenheimer Productions and Edward Lewis Productions Inc.
Death of a Gunfighter	F 34430	94	October 9	Rank Film Distributors Ltd.	Universal International Films Inc.
Doppelganger	F 34431	100	October 9	" "	Universal Pictures Ltd.
A Black Veil for Lisa	F 34432	88	October 9	Commonwealth United Entertainment (UK) Ltd.	Filmes Cinematografica Productions, Rome.
That Cold Day in the Park	F 34433	107	October 9	" "	Factor-Altman-Mirell Productions.

CORRECTION TO THE REGISTER
The playing time of the film 'The Tender Age' (F 34417) registered on October 1, 1969, has been corrected to 102 minutes.

Retailers' stocks in August

THE VALUE OF STOCKS held by retailers at the end of August were 9 per cent higher than in the corresponding month of 1968, the same increase as that recorded in May but somewhat below the average for the first seven months of the year.

In volume terms, retailers' stocks showed an increase on a year earlier of 5 per cent, and equivalent to the average increase shown over the earlier months of 1969.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and percentage increase in a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166	170	168	162	168				
1968	*2*	*2*	*5*	*5*	*6*	*6*	*8*	*8*	*9*	*10*	*11*	*13*
1969	*11*	*12*	*11*	*10*	*9*	*10*	*10*	*9*				
At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134	138	135	130	134				
1968	*1*	*1*	*4*	*2*	*3*	*2*	*4*	*4*	*5*	*5*	*6*	*8*
1969	*5*	*6*	*5*	*5*	*4*	*5*	*5*	*5*				

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended August 30, 1969:

Distributors' earnings submitted:

	£	£
High cost films	974,798	
Low cost films:		
Eligible (after multiplying by 2¼)	25,050	
Not eligible for 2¼ times rental	2,200	
		1,002,048
Films of less than 3,000 ft. (after multiplying by 2¼)		27,668
		£1,029,716

Levy collection paid to Agency by HM Customs and Excise to September 1, 1969 together with an estimate of collections approximately covering entertainments for five weeks ended August 30, 1969 £363,900

The tenth interim allocation for the twelfth distribution period will be at the rate of 39 per cent.

Cinema admissions and takings in July

DURING JULY, counted as a 4-week period, the weekly average of admissions to cinemas in Great Britain was 4.17 million and the weekly average of gross box office takings was £1.07 million.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in August showed a decrease of 3 per cent on a year earlier, compared with an increase of 6 per cent in June and a decrease of 8 per cent in July.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*– 3*	..	..
1967	104	*– 5*	..	..
1968	108	*4*	..	..
1968 1st quarter	102	*10*	135	*–15*
2nd quarter	93	*3*	129	*– 6*
3rd quarter	105	*1*	146	*– 2*
4th quarter	132	*3*	126	*8*
1969 1st quarter	88	*–13*	153	*13*
2nd quarter	98	*5*	138	*7*
1968 August	96	*– 3*	143	*– 4*
September	135	*– 2*	146	*– 2*
October	146	*4*	134	*1*
November	137	*5*	134	*6*
December	113	*– 2*	126	*8*
1969 January	62	*– 9*	129	*9*
February	90	*–8*	143	*10*
March	113	*–19*	153	*13*
April	108	*12*	143	*9*
May	96	*– 1*	149	*8*
June	90	*6*	138	*7*
July	76	*– 8*	149	*12*
August	93	*– 3*	153	*7*

The value of stocks at the end of August was 7 per cent higher than a year earlier.

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	August 1969	Jan.-August 1969	August 1969
Women's knitted outerwear, blouses and skirts	*22*	*1*	*26*
Women's coats, costumes, furs and raincoats	*15*	*2*	—
Women's underwear	*–11*	*– 8*	*31*
Women's hose and children's socks	*4*	*– 9*	*–34*
Women's millinery	*–10*	*–10*	*– 8*
Haberdashery, ribbons and wool	*–18*	—	*5*
Children's wear	*– 8*	*– 3*	*29*
Men's and boys' shirts, pyjamas and outfitting	*11*	*– 4*	*12*
Gloves	*18*	*3*	*13*
Piece-goods and nets	*–23*	*– 9*	—
Household textiles	*–35*	*6*	*– 5*
Floor coverings, furniture and hardware	*–10*	*– 7*	*– 8*
Total†	*– 3*	*– 4*	*7*

†Including some items not included among the sub-headings. ‡Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

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INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

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Exhibitions and Fairs

British participation in Asian trade fair emphasizes strong trading links with Iran

by P. T. Brazier, Overseas Press Services Division, Central Office of Information

THE CONTINUING growth of trade, technological collaboration and joint venture schemes involving Britain and Iran was the underlying theme of the British participation in the second Asian International Trade Fair which opened in Tehran on October 5.

Over the past three years joint trade between Britain and Iran has doubled and is continuing to grow as Iran looks more and more to the United Kingdom for the goods and equipment she needs to implement her industrialization programme.

British industry, determined to demonstrate it can deliver those goods, booked every inch of available space and some 75 firms put on show their wares in and around the British Pavilion. This 35,000 square feet aluminium 'showcase' was planned by the Board of Trade in co-operation with the British National Export Council Committee for Middle East Trade and the London Chamber of Commerce, and observers reckoned it was the most spectacular of the 40 national exhibits at the fair. The Central Office of Information were responsible for the overall design.

The roof of the pavilion, based on a new form of metallic shell construction and designed and built by Vickers using the triodetic space structure system to provide uninterrupted floor space, incorporates four large curved shells of aluminium alloy tubing, clad in troughed aluminium sheeting. The triodetic system, engineered by the South Marston Works of Vickers in association with the British Aluminium Company who supplied the fabricated triodetic components from their Redditch plant, is a lightweight method of construction needing no rivets, bolts or welding.

British technology spotlighted

Beneath the curving roof in the 35,000 square feet of external display area the British firms put on show much to interest the developing countries, but at the same time spotlighting Britain's role in technological development with examples of the latest and most sophisticated products.

There were examples of the ground-to-air ultra-high frequency radio telephone equipment which has been ordered for Iranian airports from Pye Telecommunications Ltd. of Cambridge, to provide the most up-to-date communications link with aircraft in flight: and Pye Television de luxe 23 in. screen console receivers specially designed for the Iran market. And from the British Hovercraft Corporation there were models of the 45-ton Wellington class and nine-ton Winchester class air cushion craft which are already in use by the Imperial Iranian Navy.

Star attraction in the luxury product line-up was undoubtedly the white Silver Shadow saloon which dominated the Rolls-Royce stand, but a series of jet power units emphasized the firm's world-wide reputation in the aero engine business. An eyecatching feature was the display panels illustrating the mighty Olympus 593 turbojet which has pushed the Anglo-French Concorde supersonic airliner through the sound barrier.

And there was gadgetry in plenty. Holman Brothers Ltd., of Camborne, Cornwall, were offering a one-man operated portable drilling rig, known as the tractor vole, which is mounted on a Ford 5000 tractor, and for the dairy farmer there was an award-winning electromatic yield feeder from Gasgoine Group (Services) Ltd., of Reading, which enables the cow to feed herself according to milk yield – the size of the meals being measured by a photoelectric cell.

Princess Margaret opens British Day

The Union Jack was raised above the Asian Trade Fair on October 7 to mark what Princess Margaret described as a 'distinctly British moment in a great Iranian occasion'.

Princess Margaret, with Lord Snowdon, formally opened British Day at the fair, and told a crowd of 3,000 of Britain's desire to aid Iran's Fourth National Development Plan, 'an exciting blue-print of the foundations of a vigorous industrial economy backed by a healthy agriculture.'

She continued: 'We in Britain linked in longstanding friendship with Iran share your eager anticipation in the future. British science, technology and industry are proud to share with you the adventure of transforming the plan into reality.'

In welcoming Princess Margaret to British Day, Lord Brown, Minister of State, Board of Trade, emphasized the importance that Britain attaches to Iran as an investment market. In spite of the restrictions the British Government have had to impose on overseas investments since 1964, Lord Brown said: 'Our exchange control authorities in London are prepared to examine seriously investment proposals which involve the provision of technical know-how and managerial expertise in Iran.

'It is our hope that in due course it may be possible to ease these controls,' he added. Earlier Lord Brown had assured Iran of Britain's continuing wish to see the rapid expansion of two-way trade, technological collaboration and joint venture schemes involving Iranian and British companies. 'Already a start has been made in the export to adjacent countries of the products of Anglo-Iranian joint venture schemes', he said, 'a trend which we welcome and encourage.'

At a press conference at the fair, Lord Brown had forecast that British exports to Iran this year could reach the £80 million mark. He also underlined the wider implications of such events as the fair, welcoming them as a means of helping to ease international tensions.

'One of the great needs of the world today,' he said, 'is for industrial men and technicians from developing countries to meet face to face their counterparts from the more developed nations and to discuss and tackle mutual problems.'

The Iranian Minister of Economy, Mr. Hushang Ansari, also spoke of the fair as an aid to international understanding. It offered a point of contact for British businessmen with Asian and other countries of the world.

The fair, which is expected to attract about two million visitors from as many as 50 countries, continues until October 24. One of the largest shows of its kind ever to be staged in Asia, it is being organized by the United Nations Economic Commission for Asia and the Far East.

But apart from the obvious links between Britain and Iran which have been underlined by the presence of the British exhibitors, these exhibitors are also looking for wider international trade links.

As the then President of the Board of Trade, Mr. Anthony Crosland commented in a personal message to the fair: 'It is my sincere hope that the fair will be successful in promoting mutually profitable exchanges for all participants and that it will forge new and permanent trade links with widespread material benefits for people in many countries.'

Early deal

Even before the fair was officially opened, one of the big British firms exhibiting had clinched a £55,500 machinery order. Babcock and Wilcox (Packaged Boilers) Ltd., with head offices in Renfrew, won the order for three 15-ton capacity boilers each weighing 38 tons for a textile spinning mill in Iran in the face of fierce international competition. The boilers are oil fired but can be fitted with combined gas and oil burners. Commenting on the deal, Mr. W. C. West, sales manager and director of the Packaged Boiler Company, said: 'Much of the ground work had been done by our local agents in Tehran and I was able to clinch the order within minutes of arriving.'

Sold out in four hours

An encouraging success story was reported early in the fair by a husband and wife team from a family firm in Sheffield, who had decided to take part alongside British industrial giants like Imperial Chemical Industries and General Electric Company with some trepidation. They need not have worried. Within four hours of the fair opening they had sold every single exhibit they brought.

'It was quite fantastic,' said Mr. John Jewitt, who with his wife Dorothy is a co-director of Footprint Tools Ltd. 'Along came this Iranian manufacturer of shovels and spades who is keen to sell high-quality hand tools as well. He was so impressed with the quality of our stock that he bought the lot on the spot.' The tools, including screwdrivers, hacksaws, hand drills and the famous 'Footprint' tinmen's shears and cold chisels, were worth more than £400. 'But we could have sold three times as many,' added Mr. Jewitt.

The firm that bought the tools is interested in acting for Footprint in Iran and possibly in manufacturing the British firm's products. 'I am planning to visit the Iran factory during the fair,' said Mr. Jewitt. 'Big things may yet come from this small deal.'

Ranco Controls Ltd., of Plymouth, Devon, who supply controls for refrigerators and other similar equipment took the opportunity of meeting all their agents and contacts in Iran. Mr. Frank Barber, The firm's marketing and sales promotion manager, came out from Plymouth and entertained 40 people. As a result Ranco reported that they had renewed all their contacts for the coming year to supply refrigerator controls to Iran which amounts to 85 per cent of the market worth in the region of £250,000.

More than 160 journalists attended the final pre British Week press conference at the Kursalon, Vienna, on October 1, when details of the programme were announced. Picture shows, left to right: Mr. L. J. Taylor, commercial manager, British Week Office; Mr. P. H. Scott, Commercial Counsellor, British Embassy, Vienna; Mr. A. C. Hawkins, British Council representative in Vienna; HE The British Ambassador Sir Anthony Rumbold; Mr. S. J. Peskett, director, British Week in Vienna; Mr. Gary Kraus, special events manager, British Week Office; Mr. J. C. Hunter, publicity manager, British Week Office. British Week Vienna was opened by HRH Princess Alexandra on October 10.

'London looks alive for spring 1970': CEC at Copenhagen

A report from the British Embassy, Copenhagen

THIS WAS the title of the attractive and well presented fashion show put on by the Clothing Export Council of Great Britain at the Fourth Copenhagen Fashion Fair held at the Forum from September 28 to October 1. The show, devised and co-ordinated by Jan Luckcuck of the Export Council, provided an excellent showcase for the large contingent of British exhibitors supported by the Board of Trade who once again attended this fair to continue their already highly successful effort of exporting the latest British fashion to Scandinavia.

The Copenhagen Fashion Fair has become the Scandinavian Mecca for not only the great majority of Nordic buyers but also for a number of buyers from other major countries in Europe and also the United States. The attendance on this occasion broke all past records and exceeded 7,000 buyers for the first time. Over 200 European companies took part in the fair, with the British contingent of 134 firms once more dominating the arena. The participants from Austria, the Federal Republic of Germany, France, Switzerland and Italy, although numerically smaller, added to the international flavour and attraction of the fair which again deservedly earned high praise for its standard of organization.

Staff of the Commercial Department of the Embassy visited the fair on several occasions, and it pleased them to report that on many stands it was difficult to make immediate contact since the principals were too busy attending to their order books! Typical exhibitor reactions included: 'Best trip so far, excellent business'; 'Business now excellent having been built up over the last three or four years'; 'Good results, possibly not as good as March, but after all on that occasion we achieved a record; 'Concentrated on Swedish business and very pleased with the results'.

All this continues to augur well for the future. The British fashion industry has made excellent progress with its determined efforts to increase its exports to the Scandinavian markets. Exports to Denmark alone have increased from £2.8 million in 1967 to just over £4 million in 1968, and so far in 1969 are running at a projected annual rate of £4.6 million. Judging from the success of those British companies who have established themselves in the Danish market over the last few years and have developed a close and satisfactory relationship with major customers throughout the area, British clothing exports should continue to do as well here as they have done in the past. A worthy reward for a determined effort!

Britis.. store promotion planned for Thailand in 1970

THE CENTRAL DEPARTMENT Store in Bangkok, considered to be the largest and most modern department store in that city, is planning a promotion of British merchandise scheduled to take place in May 1970.

The store is buying a variety of goods from this country and such products as cosmetics, sports goods, toys, foodstuffs, giftware, reproduction occasional furniture, china and glassware, electrical home appliances, housewares, motor accessories and clothing are included. Interested manufacturers should contact: J. Raymond Wilson Ltd., 4/7 Chiswell Street, London, E.C.1 (Tel. 01-638 9231) who are acting on behalf of the store in London.

The Board of Trade is lending its support by supplying display material and through the medium of its co-operative advertising scheme. Any further information concerning this promotion can be obtained from Mr. R. A. Hillier, Trade Promotions Branch, Board of Trade, Room 003, Tower Block, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7215).

Lord Brown to visit British Week Vienna

LORD BROWN, Minister of State, Board of Trade, will be visiting Vienna during the last three days of the British Week being held there from October 10 to 18. The Minister will be accompanied by Lady Brown.

On October 16, Lord Brown will be a guest of honour at a reception given by the British Trade Council, at which the Austrian Minister of Trade, Commerce and Industry, Herr Otto Mitterer, will also be present. This will be followed by a dinner party given by Vereinigung Oesterreichischer/Industrieller (the Austrian equivalent of the Confederation of British Industry).

Following a tour of the shops in the 'target area' in the morning of October 17, Lord Brown will act as host to a luncheon party, whose guests will include Austrian ministers, representatives of the Austrian Government, members of the Austrian Federal Chamber of Commerce, and prominent industrialists and bankers. In the afternoon of the same day Lord Brown hopes to visit the Museum for Applied Arts and the Neue Burg in which is housed the exhibition on 'Two Centuries of British Painting'. In the evening the Minister will meet Austrian and British businessmen at a reception at the Residence.

On the final day of his visit, Lord Brown will spend the morning at the Motor Car Show at the Standthalle and at other British Week attractions.

Most successful British Week sells £10 million worth of British goods

DURING his visit to British Week, Tokyo, Mr. Anthony Crosland, then President of the Board of Trade, told British and Japanese businessmen that the city's department stores alone had sold more than £5 million worth of British consumer goods during the promotion. Officials in Tokyo said that additional sales of paintings and other art works would bring the total to at least £10 million.

Sales to Japan this year of antiques and fine arts already show a vast increase over last year. 'This is a tremendous success story,' said Mr. George Whyte, chairman of BNEC's Asia Committee for Antiques and Fine Arts. 'It is one of the most dramatic market breakthroughs ever in the history of this business.' Last year British exports in this field were £380,000. During British Week alone antiques and fine arts sold to a value of £1,500,000 and orders booked which could go under the British Week umbrella amount to £3 million.

The impact and success of the British Week has been such that Tokyo's largest and most modern commercial art gallery – Marubeni Iida – has thrown its doors open to British art dealers. Next year Marubeni Iida will allow any British dealer who wants to set up an exhibition, with the object of selling direct to the Japanese, full use of the gallery without charge.

The BNEC reports that 1,461 British consumer goods manufacturers had their products on sale in Tokyo's stores. The follow-up, a 'must' if the British Week is to have any lasting value, will begin almost immediately, with 15 trade missions setting off for Japan before the end of this year or early in 1970.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

World wide interest in British welding equipment at Essen

By R. B. Woodham, Commercial Section, British Consulate-General, Düsseldorf

FIRM ORDERS for over £600,000, requests for quotations for equipment worth approximately £½ million, and numerous serious inquiries calling for follow-up action were recorded by British firms during the 7th Welding and Cutting Exhibition ('Schweissen und Schneiden') held at Essen from September 20 to 28.

At an exhibition of technical, mainly capital equipment, such as this, however, exhibitors regard orders taken on the floor as the tip of the iceberg. Visitors from all parts of the world, from the United States to Japan and from Norway to South Africa, showed keen interest in the British equipment and the highly developed techniques displayed. Most companies reported a much higher response from potential customers than they expected. Serious inquiries came mainly from the Federal Republic of Germany and other countries in Western Europe, including Scandinavia and Italy.

The Essen Welding and Cutting Exhibition is the largest of its kind in the world and without doubt the most important. The most sophisticated machines and the latest developments in technique were demonstrated. It is a truly international forum, where ideas can be exchanged with technicians and manufacturers from all parts of the world. One of the British firms remarked that the degree of interest shown by foreign competitors was as great as that shown by potential customers. The response from potential agents, not only from Germany but from other countries, was particularly gratifying.

This was the first time that there was a large British representation at the Essen Welding and Cutting Fair. Twenty-eight British exhibitors, including the Welding Institute, took part in a joint venture, organized by the British Electrical and Allied Manufacturers' Association in co-operation with the Board of Trade. The British group's exhibits covered an area of 1,700 square metres, a third of one of the largest halls. Lord Brown, Minister of State at the Board of Trade with special responsibilities for export promotion, visited the exhibition on the opening day and visited each of the British stands, discussing their products with exhibitors. Lord Brown was also a guest at a reception held later that day by the British Electrical and Allied Manufacturers' Association, at which British exhibitors were able to meet potential customers and representatives of the German press. During the week Sir Roger Jackling, British Ambassador at Bonn, visited each of the British stands and discussed with the representatives of the British firms their market prospects and the results they had achieved.

The British exhibitors were delighted by the success of the venture. They all thought that another British joint venture should be organized for the next Welding and Cutting Exhibition due to be held in Essen in four years' time, and were certain that if there were a British stand the demand for space on it would be even greater next time.

Pioneer British group at Chicago office products show

A report from the British Consulate-General, Chicago

TEN BRITISH companies, under the sponsorship of the Board of Trade, the British National Export Council and the British Stationery and Office Equipment Association, took part in a trade mission to the United States and Canada from September 22 to October 14. As the first leg of this, eight of them exhibited at the National Office Products Association Show, held at the Conrad Hilton Hotel in Chicago from September 24-27.

The emphasis at this show, which it is claimed is the main one in its field, is on commercial stationery and supplies, and office furniture and single-item equipment, though such related fields as arts supplies and school supplies, are also well represented. The show is one at which many foreign goods are to be seen, and in addition to the British contingent there were Government sponsored groups of Canadian manufacturers displaying furniture and Japanese manufacturers whose exhibits included furniture, drafting equipment, writing instruments, marking devices and audio-visual aids.

The items shown by the British exhibitors included matching sets of party paperware, integrated furniture for office buildings, leather-bound diaries, address books and guest books, charting and planning systems, writing instruments and desk equipment, printed stationery, social cards and recipe books, and business forms and die-stamped stationery.

For most of the British companies, several of whom were seasoned exhibitors, the show provided an instructive first stage in their current exploration of the North American market. For the Redlands Printing Company Ltd., incorporating British Embossed Headings (London) Ltd., who were taking part in their first-ever overseas show, the enthusiastic reception given to high-quality British designing, engraving and die-stamping work was a revelation and provided a most heartening introduction to the joint venture scheme. It is to be hoped that the steps of this year's pioneer British exhibitors will be followed by others in the future.

The Essen Welding and Cutting Exhibition attracted visitors from all over the world. Some of them are pictured here in the British section of the show.

Mr. Lawrence R. Weil (third from left), of Decko Ltd.'s United States agents, making a sale at the National Office Products Association Show, Chicago, to Mr. Jerome D. Cornell and Mr. Gerady of St. Charles Office Supply Inc., St. Charles, Illinois.

Prince Philip to open Design Centre telecommunications exhibition

HRH THE DUKE OF EDINBURGH is to visit The Design Centre on November 11 to chair the committee which will select the winner of the 1970 Duke of Edinburgh's Prize for Elegant Design and to open an exhibition describing the telecommunications services operated by Post Office Telecommunications.

The Prize for Elegant Design is awarded annually by The Duke of Edinburgh to the designer of 'a contemporary design in current production distinguished by its elegance'. The panel of judges which will, under the chairmanship of Prince Philip, select the product earning the 1970 award comprises the Marchioness of Anglesey, Mr. Robin Day, Mr. Robert Heritage and Miss Mary Quant. The name of the winning designer will be announced by Prince Philip at a special ceremony next spring.

Following the selection meeting Prince Philip will open an exhibition on the design and technology of telecommunications, organized by Post Office Telecommunications and the Council of Industrial Design to mark the creation of the Post Office Corporation to replace the GPO. The exhibition will illustrate the many services now available and will show some of the modern equipment that has been developed to cope with the rapidly increasing demand for improved communications. A special feature will suggest how, in the 1990's, a businessman may be able to work almost entirely from home using the comprehensive visual, audio and data transmission equipment which is now becoming available. The exhibition will also show the kind of telephone service that was available in the 1900's and trace the development of new techniques in transmission and switching since then.

'British motor industry will export more than £1,000 million worth of products this year'

THE IMPRESSIVE export achievements of Britain's motor industry were the theme of an address by Mr. Douglas Richards, president of the Society of Motor Manufacturers and Traders, at a pre-Motor Show conference on October 9. The 54th London Motor Show was opened today (October 15) at Earls Court by Sir Leslie O'Brien, Governor of the Bank of England. It will feature more new cars on show for the first time in Britain, and in some cases the world, than any of its predecessors of the past decade at least.

Mr. Richards said that 1969 was noteworthy for at least two bright spots in the overall picture of the British motor industry. Exports of all products – cars, components, commercial vehicles, replacement parts and transport service equipment – had notched up new records in almost every month; and the commercial vehicle production lines had picked up speed after the quiet times of 1968, both in production for the United Kingdom and for abroad.

Though the industrial problems in the home market still remained, it now seemed certain that this would be the first year in which the British motor industry would export more than £1,000 million worth of products – something over 15 per cent of the total exports of all manufactured goods for the nation.

'In the first eight months,' said Mr. Richards, 'sales abroad of all products of the industry reached an all-time high of £715 million, which was 18.8 per cent better than the previous eight-month peak achieved last year.

'Exports of built-up cars were 20 per cent higher by volume at 560,938 units and 28.6 per cent up by value at £246.5 million – both new records. Commercial vehicles also reached new peaks showing rises of 32.3 per cent by volume at 124,441, and 36.1 per cent by value at £112 million.

'In the increasingly important "other products" group,' continued Mr. Richards, 'which includes a large proportion of the components for assembly overseas into "British" cars, components and accessories for foreign vehicles; replacement parts; and other products for direct sale abroad, further new peaks were reached. At £285 million exports of these products showed a rise of 9.6 per cent over the same eight months of 1968 and represented more than a third of the total motor industry overseas sales.'

Mr. Richards emphasized that this export performance had been a major contributor to the recently reported up-turn in the balance of payments position of the country as a whole. The motor industry was determined that this growing export performance should continue on the accelerating plane of the past eight months.

Paid admissions to the Motor Show held in 1968 totalled 444 291. There were an additional 24,809 visitors from overseas; 70,000 invitations have been sent overseas for the 1969 show, where the number of exhibitors totals 465.

The Motor Show will be open daily (except Sunday) from 10 a.m. to 9 p.m. until October 25.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. The new library brochure is available on request.*

The library opens from 9 to 5.30 Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Conference and tours for overseas visitors to Building Exhibition

THE INTERNATIONAL Building Exhibition of London (Olympia, November 12-25) is sponsoring a new project to boost the numbers of overseas buyers coming to Britain for the period of the exhibition.

In conjunction with the British Consultants Bureau, the Building Materials Export Group and the Export Group for the Constructional Industries, the exhibition organizers are arranging a two-day conference called 'International Building and Construction' at the London Hilton on November 18 and 19. This has been arranged to enable overseas visitors to discuss the latest world-wide developments in the industry. The conference will be followed immediately by technical visits to the new town of Thamesmead and the Western Avenue Extension, London's new motorway. Additional three-day programme visits in the weeks commencing November 10, 17 and 24 will enable overseas visitors to examine developments in three of Britain's new towns, Harlow, Crawley and Bracknell. Overseas delegates will then split into smaller groups for specialized technical visits to particular branches of Britain's building and construction industry.

The Hilton conference will be under the chairmanship of Professor T. Howarth, Dean of Architecture, University of Toronto.

The organization for the conference and visits is being undertaken by Independent Trade Missions Ltd., 25 Queen Anne's Gate, London, S.W.1.

British office equipment for Stockholm

EIGHT British companies will be exhibiting their latest office machines and equipment on the Business Equipment Trade Association stand at 'Office 69', Stockholm from October 23 to 30. This British office equipment stand is one of five organized by BETA this year in co-operation with the Board of Trade at overseas fairs and exhibitions.

Last year Great Britain's office equipment industry exported a record £106 million worth of its products, £3.7 million of which went to Sweden.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks—'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

Many direct sales at Kansas City diesel show

By V. W. Lammert, British Consulate-General, St. Louis, Missouri

THE 22nd Regular Meeting of the Association of Diesel Specialists, held at the Muehlebach Hotel Convention Centre in Kansas City, Missouri, from September 30 to October 4, attracted diesel specialists from many parts of the world, including Canada, Germany, Israel, and Jamaica. Attendance was estimated betwee Mexico, Venezuela, Puerto Rico, Trinidad and Jamaica. Attendance was estimated between 350 and 400.

The Board of Trade, in co-operation with The Society of Motor Manufacturers and Traders, presented a joint venture group at this event, and the British contingent, displaying their products in seven of 35 booths, covered a total display area of 560 sq. ft.

The British section of the show, with a wide range of equipment attractively displayed, drew large crowds during exhibit hours.

On the first day, representatives of Leslie Hartridge Ltd. reported the sale of the Model 1100 test stand they had on display. This impressive $6,000 unit attracted almost constant attention. Hartridge used the Kansas City event to introduce three new items to their American customers, a 7½ h.p. test stand, a Universal type calibrator/comparator, and a newly developed test bench adaptor.

Merlin Engineering Co. Ltd. reported selling the 15 h.p. Calimaster fuel pump test bench displayed at the show to a representative of a Mid-Western Technical College shortly after the opening of the show. Shown for the first time in the Merlin exhibit were examples of a new range of Merlin Calimaster fuel pump test benches. The basic construction and precision of this equipment was devised to offer a new standard frame, variations on the number of cylinders and horse powers in both mechanical and hydraulic infinitely variable speed drives.

The CAV Division of Lucas' North American operation, represented by Lucas Electrical Services Inc. and Joseph Lucas (Canada) Ltd., introduced at one of the seminars held during the convention a new servicing concept for the United States. Four regional offices are being established to supplement their 10-factory branches (service depots) in the United States. These depots service some 250 CAV agents in the United States.

Simms Motor Units Ltd. announced that their United States marketing contract with Bendix had expired, and that Simms Motor Units (USA) would, in future, concentrate on direct marketing of their in-line fuel injection equipment to American manufacturers of diesel equipment. The Simms representative said that a contract had been signed with Allis-Chalmers for delivery of 350 pumps initially, 90 by the end of October and 100 per month thereafter.

The Association of Diesel Specialists, established in 1956, includes some 150 service members in the United States, 50 service members from other countries, 15 equipment manufacturers, 13 accessory manufacturers and 41 associate members.

In 1970 the ADS Convention will be held in Las Vegas, Nevada, and in 1971 it will return to Kansas City, headquarters of the Association.

America is rapidly becoming the largest diesel market in the world. The aim of British firms operating in the market, according to representatives at the show, is to work closely with all sides of the industry to ensure that a wide choice of the very latest service equipment is always available, particularly to the service specialists in North America.

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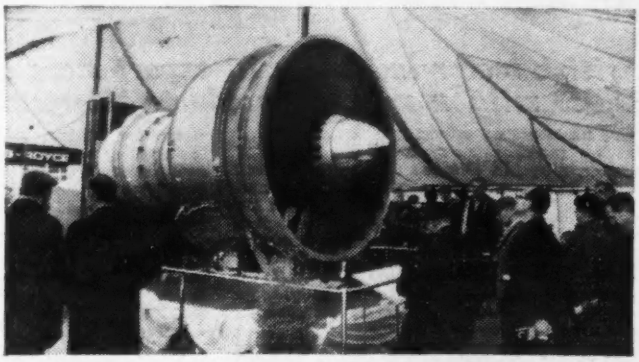


The 60,000 visitors to the Scottish Air Show held at Prestwick Airport had an opportunity of seeing one of Britain's major export achievements, the Rolls-Royce RB-211 engine, which will power the Lockheed L1011 TriStar 'tri-jet' airliner expected to enter service in 1971. Lockheed have said that the RB-211 engines on test have already run for over 1,000 hours.

The first Dust Control and Air Cleaning Exhibition, held at Olympia at the end of September, attracted wide international interest. Visitors from Europe, Africa, America, Asia and Australia came to make business contacts and seek technical advice from leading firms manufacturing all types of dust control, air purifying and measuring equipment. Although the next Dust Control and Air Cleaning Exhibition is not scheduled to be held until September 28 to October 1, 1971, the organizers report that already more than 50 per cent of available stand space has been allocated to exhibitors.

Focus on British shoes at the Canadian Shoe and Leather Fair in Montreal. Mr. J. R. Cross, Senior British Trade Commissioner, Province of Quebec (seated centre), examines the quality of Start-Rite shoes with two prominent Canadian retailers of children's shoes, Mr. W. S. Foster, president of Foster Shoes Ltd., Toronto; and Mr. W. J. Cross, president, Walter J. Cross Ltd., Montreal. Also in the picture are key buyers from these organizations, officers of Start-Rite Shoes Ltd., Norwich, and Mr. B. E. Wallis, overseas manager, British Footwear Manufacturers' Federation.

Substantial orders expected from Atlanta Bobbin Show

By J. R. W. Greenwood, Commercial Officer, British Consulate-General, Atlanta

EIGHT British manufacturers introduced their range of garment production equipment at the 10th Annual Bobbin Show held from September 17 to 19 at the Civic Centre Exhibition Hall in Atlanta, Georgia.

The Bobbin Show is an annual event organized by the Needle Trades Management Corporation, publishers of the 'Bobbin' needle trades journal.

Altogether there were 343 exhibitors showing a complete range of equipment and accessories for the garment manufacturing industry. The exposition was limited primarily to production and executive management of the American garment industry and was not open to the general public. It is not yet known how many visitors registered at the show, but it exceeds all records. Many visitors came from Canada and Latin America as well as some from the United Kingdom, Europe, New Zealand and Japan.

Seven of the participating British firms formed a group of exhibits in a joint venture sponsored by the Clothing Institute and the Board of Trade. This is the first time a group of British firms have participated in this event and especially encouraging was the fact that the equipment on all the British stands attracted a constant stream of visitors and produced a considerable number of serious inquiries. Executives of the participating firms reported they were well satisfied with the prospects of substantial orders.

Among the items of equipment which aroused particular interest was a patch pocket stitcher by W. J. Clarkson Ltd., and a range of fluidically controlled industrial sewing machines by Marine Engineering Company Ltd.

Unlike Britain and Europe, where the practice of fusing interlinings has for some time been generally accepted by the trade, the American garment industry has been surprisingly conservative and reluctant to switch from the old method of tailor tacking interlinings to the fusing method. At last American garment manufacturers are showing much more interest in fusing and are recognizing the cost saving advantages such a method offers. It is merely a matter of time, probably a year at the most, before enough American garment manufacturers switch to fusing, thus establishing a trend which will undoubtedly snowball. British firms who exhibited fusing equipment at this year's show therefore have a head start of which they will doubtless take full advantage.

The interest shown in the products of what was after all a small contingent of British companies indicates, all too clearly, that we are by no means behind the Americans and it is to be hoped that orders resulting from participating at this show will be reflected in future export statistics of apparel production equipment to the United States, which hitherto have been far from impressive.

The 1970 Bobbin Show will be held at the Civic Centre Exhibition Hall in Atlanta from September 23 to 26. Space for this event is already heavily booked and British manufacturers thinking of participating next year should make early reservations (at the latest within the next two or three weeks) if they wish to obtain a good location in the main exhibition hall.

Information on the 1970 Bobbin Show may be obtained from Trade Promotions Branch, Board of Trade, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757) or from Mr. Ronald Segal, Needle Trades Publishing Corporation, 1120 Shop Road, Columbia, South Carolina (Tel. Area code 803 256-4971).

Joint venture of six show at New York Marine Engineering Exposition

A report from the British Consulate-General, New York

SIX British companies took part in a joint venture supported by the Board of Trade and organized by the London Chamber of Commerce at the New York 2nd International Shipping, Containerization and Marine Engineering Exposition and Congress. The Exposition took place in the Coliseum from September 15 to 18 and was attended by 9,000 visitors from many parts of the United States and overseas. Sessions each morning of the Congress were also well attended and such matters as insurance, leasing and marketing were among the topics discussed.

The Central Container stand created considerable interest not only because of the revolutionary stressed-skin, fixed joint construction container on display but also because Miss Katherine Winstanley – Miss United Kingdom and runner-up to Miss World, 1968 – assisted on the stand. Another exhibit leading in the field was the stackable cargo flat displayed on the stand of North Western Trailer Company. The company are confident there is a considerable market for their flats in North America. York Trailers were exhibiting for their third time in a United States container show, and Block and Anderson and Roneo Vickers had displays of office equipment for transportation and containerization documents. Herbert Morris displayed a static scale model of their sliding boom container crane.

British manufacturers were very satisfied with the large number of commercial inquiries received and some have already decided to take part in the event next year.

Successful Engineering Week paves the way for further British promotions in Singapore

By G. F. Finlayson, Counsellor (Commercial), British High Commission, Singapore

ALTHOUGH the British military forces are due to be withdrawn from this area within the next two years, this does not imply any weakening of the technical and trade links between the United Kingdom and Singapore. The message that can be drawn from the outstanding success of the British Engineering Week held at the Singapore Polytechnic from September 16-20 is that there will be even closer and mutually advantageous co-operation between British industry and the growing industries of this new and dynamic Republic. An average audience of 100 attended each of the 25 lectures given by eminent British engineers and technical authorities and the exhibition halls were thronged daily from 10 a.m. to 8 p.m. with engineers, businessmen and students, bent on hearing about technological developments in the United Kingdom and seeing some of the latest British machinery and equipment. Although British Engineering Weeks are not primarily designed for immediate direct sales, it was very satisfactory that firm business to the value of approximately £150,000 was transacted by the participants during the Week.

The event was organized by the London Chamber of Commerce as a joint venture with the Board of Trade and sponsored by the Singapore Polytechnic and the Faculty of Engineering of the University of Singapore. BNEC Asia assisted by sending some top-level lecturers to take part in the programme. Various prominent representatives of the official and business life of the city gave their patronage.

Introducing Dr. Toh Chin Chye, the Minister for Science and Technology, who formally opened the event, the British High Commissioner, Sir Arthur de la Mare, said that Singapore was fast becoming the leading workshop in South East Asia and that this symposium and exhibition was a practical demonstration of the United Kingdom's support. In this speech the Minister stressed the importance to Singapore's growing industry of mastering the new technologies and acknowledged the useful contribution the Week could make for this purpose.

Interest in new developments

Over 30 British companies took part in the event; most of them remarked on the keen interest shown in the lectures and exhibits. Questioning had been lively and discussions prolonged some lectures by more than an hour over the allotted time. Exhibitors manning the stands were very encouraged by the interest shown in the products. Many serious inquiries were received including some from buyers outside Singapore. Direct sales were unexpectedly high for an event of this kind and it it expected that in addition to the £150,000-worth of orders taken during the Week, some very worthwhile business is likely to be concluded in the near future. Orders taken during the Week included £50,000 for electrical equipment from General Engineering (Radcliffe) Ltd., machine tools from Adcock & Shipley (Sales) Ltd. and A. A. Jones & Shipman Ltd., and boilers from the John Thompson Group. The A. A. Jones & Shipman profile grinder ordered by Singapore Timepiece Accessories Mfg. Co. Ltd. is the first machine of its kind in Singapore.

ICL success

Another British success story came from ICL who participated in the lecture programme and who, in the course of the Week, were able to announce that negotiations had been finalized resulting in the sale of data processing equipment to the value of £350,000 approximately.

Additional interest was provided by an exhibition and working demonstrations arranged by the Royal Mechanical and Electrical Engineers in the grounds of the Polytechnic, designed to feature British engineering equipment in use by the British Army. This exhibition proved a powerful draw and provided valuable support to the event as a whole.

In Singapore one often hears the charge that British industry is failing to show the same attention to the requirements of the market and imaginative and aggressive salesmanship of many of our international competitors. The response of local businessmen and engineers and technicians to this relatively modest British Engineering Week has been very encouraging. Like many people in Singapore, where there is so much goodwill towards the United Kingdom, I hope that the success of the Week will help pave the way for more events designed to promote British know-how, products and services in this area. For this purpose Singapore provides an ideal shop-window.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

New furniture range for Utrecht

ARKANA LTD. will be exhibiting at the Utrecht Furniture Show to be held from November 3-8. Sponsored by the Export Club of the British Furniture Manufacturers' Association under the auspices of the Board of Trade, Arkana will show their new Mushroom Collection – white dining furniture, a stool and a coffee table, all with 'Mushroom stalk' bases.

Arkana already have a good existing business in Holland, with a warehouse in Amsterdam supplying to Benelux. Nevertheless they are aware of the great potential of the area and Martin Brand, Arkana's export director, will be flying out for the show.

Metal framed racket on show at Cologne

A NEW tennis racket for which the tubular steel frame is made by Accles & Pollock Ltd., a TI Company, will be a feature of the company's Apollo Products Division's stand at the International Trade Fair of Sports goods, Camping Equipment and Garden Furniture (SPOGA) to be held in Cologne from October 19-21.

The frame for this racket – a new model by Slazenger – is manipulated by Accles & Pollock from steel tube of its own manufacture. The racket is being exported, but it will not be available in the United Kingdom until 1970.

The Apollo Products Division will also be exhibiting its metal vaulting poles, jump laths, javelins, relay batons, starting blocks, billiard cues and fishing rods, as members of the joint venture organized for this event by the Board of Trade and the Federation of British Manufacturers of Sports and Games. The second joint venture group participating at SPOGA has been organized by the Board of Trade and the Camping Trade Association of Great Britain.

Success for Trend at Wescon

TREND ELECTRONICS LTD., of Tylers Green, High Wycombe, Bucks., have found that their decision to exhibit at Wescon – the giant electronics exhibition held recently in San Francisco – has been more than justified by the results.

On display at Wescon was the range of data transmission test equipment and digital electronics manufactured by Trend. Interest shown in these products was high, and a feature that attracted particular attention from American engineers was the packaging of the components in the instruments, such as the swing-away interior panels employed in the Trend test sets.

Mr. David A. Lax, general sales manager of Trend Electronics, said he was very pleased with the response shown at the exhibition. 'As a young expanding firm we feel that we must concentrate particularly on markets where the potential for our specialized products is greatest: our success at Wescon has shown that this policy will pay good dividends. We have had many really serious inquiries about our on-line test gear, which our American representative is now following up.' The Board of Trade in collaboration with the Electronic Engineering Association organized a joint venture for this specialized exhibition.

New markets from Paris Leather Show

JOHN WHITE Footwear have reported a 'very satisfactory' appearance at the 27th Semaine du Cuir, held in Paris between September 12 and 17. The Company was a member of the joint venture group organized for this event by the Board of Trade and the British Footwear Manufacturers Federation.

The Higham Ferrers, Northants, company secured a substantial order from Italy – the largest it has ever had from that country. Representation at the Semaine du Cuir also led to a contact with an Austrian wholesale organization from which 'volume business' is expected to result. In addition, the John White representatives in Paris were able to talk 'serious business' with buyers from eight other countries.

Both the John White chairman, Mr. George McWatters, and managing director, Mr. Philip Birch, attended the show. It was only the second year that the company had taken part in the vast exhibition, joining 1,300 exhibitors from 36 countries. John White Footwear first exhibited at the Semaine du Cuir last year to 'show the flag' and keep abreast of world design and marketing trends. Sales were not the main object because of the difficulties of selling in volume in European markets against high tariff barriers. Experience this year and last in Paris however, say the firm, has shown that it can be a selling as well as a prestige exhibition.

Technical information for exporters demanded at Export Services Exhibition

A STRONG need for a service providing technical information to exporters was clearly demonstrated at the Fourth Export Services Exhibition, held at Olympia from September 8 to 12. Here during the five days of the exhibition almost 400 new subscribers were added to the mailing lists of the British Standards Institution's Technical Help to Exporters Service.

Over 60 technical inquiries on exporting were received – direct proof of the need for such a service. A good many of these were dealt with on the spot, some after direct calls to the THE centre at the BSI Hemel Hempstead centre.

Notable among the inquirers at the BSI stand were representatives of smaller companies wishing to export for the first time, particularly to Sweden and the United States of America. Regulations for these markets are stringent and the BSI Technical digests of the regulations which have to be met are invaluable for these exporters.

Interest in the service was also shown by visitors from overseas countries, some of whom took details of the THE scheme in order to press their own national organizations to adopt a similar service.

Exporters tackle language problem

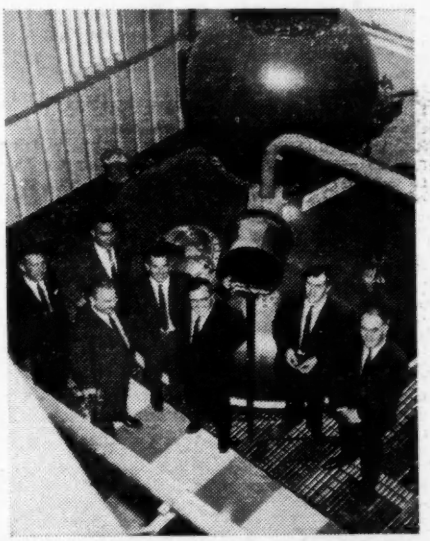
AT THE Export Services Exhibition over 150 firm inquiries were received by Western Language Laboratories, of Cirencester, a high proportion of them for the school's new 'telephone/cassette' method, specially devised for export executives who cannot spare the time for a full course in French, Spanish or German, but can fit in lessons at home or while driving their cars.

'We hope this will result in a considerable expansion of this method of teaching,' said Mr. J. M. C. Lawlor, director of Western Language Laboratories. 'With the interest also shown in our new series of one-day courses on export marketing in French, we consider our participation in the Export Services Exhibition was well worthwhile.'

Best ever BEE for Fonadek

FONADEK INTERNATIONAL LTD., the office and business systems group, are concluding arrangements for the manufacture of their products in South America, and are negotiating with a Dutch company for a joint manufacturing company in the United Kingdom. These are the highlights of Fonadek's 'most successful ever' Business Efficiency Exhibition ending on October 8.

Fonadex have also signed new distributor arrangements for their whole range of products in Holland, Austria and Germany. 'Overseas interests in our products and the number of foreign visitors have been 50 per cent higher than ever before,' commented Mr. James Edwards, Fonadek's group marketing director.



Mr. I. T. Grichin (second from left), Russian Deputy Minister of Foreign Trade, toured William Grant's automated Ladyburn malt whisky distillery at Girvan, Ayrshire, recently. Picture shows the Russian party with their hosts beside a traditional pot still. Others in the picture are Mr. B. S. Gordeev, Head of Russian Trade Delegation in the United Kingdom (third from left); Mr. J. Campbell, William Grant process manager (fourth from left); and Mr. A. F. Shcherbakov, member of the Russian United Kingdom Trade Delegation.

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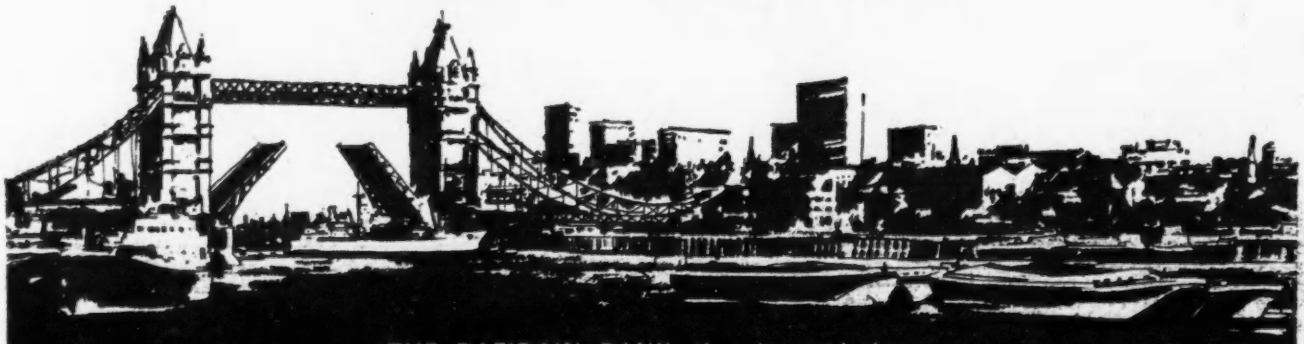

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Overseas Trade and Exports

Export opportunities in Iraq

By D. F. Hawley, Counsellor (Commercial), Baghdad

FOR MANY YEARS Britain has been a leading supplier of Iraq's imports and the Iraqis have developed a respect for British goods. Competition, however, is increasing and even though Britain's exports to Iraq in the first half of 1969 showed a 60 per cent increase over the same period of 1968, she is failing to hold her share of the market.

In such a situation it is worth taking a good look at the opportunities which do exist and it is with this in mind that a misson of five British businessmen arrived in Baghdad on October3. Members of the BNEC Committee for Middle East Trade, they are there to see for themselves the export possibilities for British industry and to establish contacts with the Government and major buying organizations both in the public and the private sector.

Meanwhile, some 40 British firms are making contacts with potential customers by exhibiting at this year's Baghdad International Trade Fair from October 1-30 at which the Board of Trade has sponsored a British pavilion with 750 square metres of exhibition space which is being used to display items ranging from adhesive tape to heavy machinery.

These are perhaps two of the most important events on the commercial side at the present time, but there is also a steady stream of business visitors to the country. Of these there have been few who have returned empty-handed; most have achieved either actual orders or promises of business. However, in Iraq this is hardly surprising for not only are the Iraqis accustomed to British products, but many businessmen hold British technical qualifications and English is spoken freely in business circles.

Against this, many of our competitors in this market face considerable restrictions under the Iraqi Government's import policies. There is a general list of prohibited imports (details of which are available in Export Services Branch) but for some countries additional restrictions have been imposed either for political reasons or because of an imbalance in their trade with Iraq. Countries thus affected include the United States, the Federal Republic of Germany, Italy, Denmark and Japan as well as certain Eastern Bloc countries.

Of the £182 million allocated in the Import Programme, £47 million is allocated to the private sector. This figure shows little rise on that for the previous year, but allocations for the public sector are rising considerably. Notably, £58 million of goods will be imported this year by the State Organization for Trade and £32 million by the State Organization for Industry. Breaking down the total allocation by commodities, the highest allocation is for capital goods (£102 million), but with scope for non-durable and durable consumer goods also (£65 million and £16 million respectively).

State trading is now a permanent feature of the scene in Iraq and, although the private sector remains considerable, the State Trading Organizations are increasing in importance. Some British firms have shown reluctance to cultivate the State Trading Organizations and to change their former methods of doing business. Yet the share of the import allocations of the public sector companies is tending to grow while in the private sector import allocations remain at a fairly constant level and tend to be used up well before the end of the licensing period. The benefits of expansion will be reaped principally by the various companies coming under the State Organizations for Trade and for Industry. Some of these companies such as African Iraqi and Iraqi Stores Company were private companies nationalized in 1964. Others such as the General Construction Materials Import Company were formed in

(*Continued on page* 1037)

United Kingdom exports to Iraq by major commodities

£ thousand

	1966	1967	1968	Jan-June 1969
Total	25,835	16,686	15,615	9,048
Food and live animals	156	116	69	25
Beverages and tobacco	350	346	150	143
Beverages	98	200	122	34
Tobacco and tobacco manufactures	252	146	28	109
Crude materials, inedible, except fuels	82	68	39	74
Mineral fuels, lubricants and related materials	181	73	141	67
Petroleum and petroleum products	180	72	141	67
Animal and vegetable oils and fats	14	19	12	6
Chemicals	3,185	1,937	2,181	1,375
Chemical elements and compounds	347	249	364	194
Dyeing, tanning and colouring materials	371	303	282	122
Medicinal and pharmaceutical products	1,611	916	1,085	785
Essential oils and perfumes materials, etc.	336	179	196	88
Manufactured goods classified chiefly by material	5,043	3,289	2,827	1,862
Rubber manufactures, n.e.s.	603	536	209	185
Paper, paperboard and manufactures thereof	168	87	113	39
Textile yarns, fabrics, made up articles, etc.	1,327	815	400	417
Non-metallic mineral manufactures, n.e.s.	238	228	210	126
Iron and steel	1,095	419	844	543
Non-ferrous metals	302	203	182	91
Manufactures of metal	1,279	984	856	446
Machinery and transport equipment	14,974	9,440	7,702	4,322
Machinery, other than electric	5,906	4,689	3,848	2,559
Electrical machinery, apparatus and appliances	2,367	2,016	2,043	921
Transport equipment	6,701	2,735	1,811	841
Miscellaneous manufactured articles	1,172	889	891	659
Sanitary plumbing, heating and lighting fixtures	193	195	105	135
Scientific, photographic, horological, etc., goods	457	335	332	304
Other commodities and transactions	677	510	1,602	515

Source: Board of Trade

Imports to Iraq

	January-November 1967		1968	
	£ million	% share	£ million	% share
Total	140·1	100	156·2	100
Of which:				
Japan	8·8	6·3	13·8	8·9
USSR	10·8	7·7	13·6	8·7
United Kingdom	18·9	13·5	13·3	8·5
Germany, Federal Republic	14·5	10·3	11·7	7·5
France	5·6	4·0	8·1	5·2
Italy	7·4	5·3	8·0	5·1
United States	12·8	9·2	6·8	4·3
China Mainland	5·8	4·1	6·5	4·1
India	2·6	1·9	6·2	3·9
Belgo-Luxembourg	4·0	2·8	5·5	3·5

Source: International Monetary Fund, *Direction of Trade*

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recent months, and it seems likely that others, such as a nationalized transport company, will be created in the foreseeable future. British firms, whether they already have established markets in Iraq, or whether they are starting up for the first time, might therefore like to consider entering into relationships with appropriate firms in the public sector.* The most important are the Government Purchasing Board, the General Import Company for Construction Materials, the African Iraqi Company and the Iraqi Stores Company, whose import programmes for 1969 are as follows:

Government Purchasing Board	ID 17,000,000 (£19,800,000)
General Import Company for Construction Materials	ID 7,600,000 (£8,900,000)
African Iraqi Company	ID 6,600,000 (£7,700,000)
Iraqi Stores Company	ID 4,000,000 (£4,700,000)

Government policy is to encourage import substitution by establishing and protecting local industry but, over the market as a whole in the private as well as the public sector opportunities remain for British firms over a wide range of products including mechanical and electrical machinery, cables, transport equipment, tractors, construction equipment, certain kinds of constructional materials, diesel engines, electrical appliances, medical equipment, certain types of piece-goods, table linen, bed linen, towels and books.

Specific export opportunities for the sale of goods and equipment (and also opportunities for consultancy and construction work and for setting up local industry) are brought to the attention of British firms by Export Services Branch of the Board of Trade. Though the follow up of these specific opportunities provides one way for an exporter to increase his trade with Iraq, there is no substitute for a visit to the market by the exporter himself to

*Iraqi Stores Company, African Iraqi Company, General Automobile Company, Government Purchasing Board, Agricultural Chemicals and Machinery Company, General Export Company, General Company for the Import of Construction Materials, General Establishment for Drugs, and Public Construction Company.

(*Continued on next page*)

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

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PIA PAKISTAN INTERNATIONAL AIRLINES

EXPORT OPPORTUNITIES IN IRAQ, *continued*

promote his products on a wider basis. Before undertaking such a visit the exporter would do well to consult Export Services Branch who, on the basis of background information already available or obtainable from the British Embassy in Baghdad, will be able to advise on the market potential for the exporter's particular goods. Where a market appears to exist, the Embassy will be pleased to bring details, e.g. catalogues of the goods concerned, to the attention of likely buyers.

To sum up, Iraq is a market in which there is a strong British foothold, but our competitors are gaining ground. However, the market is expanding, and since Iraq's import policies place British goods in a favourable position, the prospects for increasing our exports are good.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

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Opportunities for exporters in Iraq

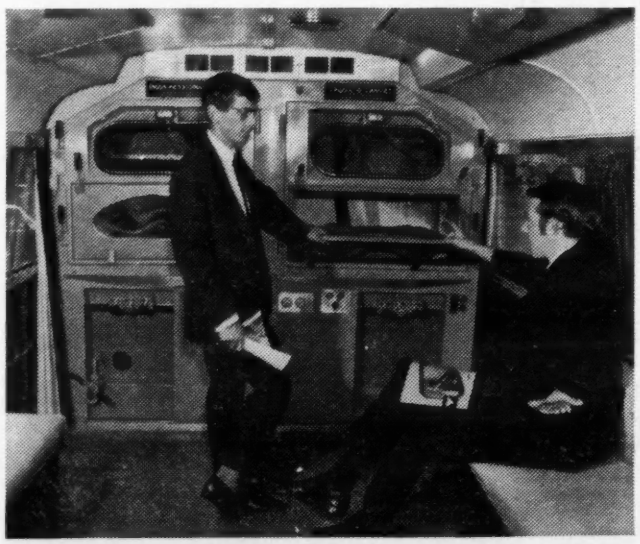
Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H.09, Hillgate House, 35 Old Bailey, London, E.C.4, Telephone:* 01-248 5757, *extns.* 7016, 7017 *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegrams: EXSERBRA*

Reference No.	Commodity		Bulletin No.
ESB 30831/69	Tools	Agency	181/69
ESB 34961/69	Conveyor belts; fan; plastic strapping machines; plastic strapping; wire bending machines; wire mesh bands	Source of supply	177/69
ESB 37731/69	Fans; radios; tape recorders; telephone exchange; televisions	Agency	177/69
ESB 33185/69	Cookers; ceiling fans; radios; refrigerators; television sets	Agency	171/69
ESB 32179/68	Pulverizing/micronizing machines	Source of supply	170/69
ESB 32396/69	Rayon yarns; woollen piece-goods	Agency	170/69
ESB 12616/69	Moulding machine for plastics	Source of supply	166/69
ESB 28775/69	Cheese; cookers; cotton underwear; cycles; gin; naphthalene; refrigerators; sewing machines; televisions; travelling bags; washing machines; whisky	Source of supply Agency	159/69 159/69
ESB 34842/69	Press buttons		
ESB 16598/69	Air conditioning units; domestic electrical appliances; gas cookers; record players; tape recorders, table and ceiling fans; television and radio sets	Source of supply	156/69
ESB 22064/69	Steel sheet	Source of supply	155/69
ESB 28400/69	Bottles; crown corks; plastic mould and extruder	Source of supply	149/69
ESB 32288/69	Ceiling fans; telephone component parts	Manufacacture under licence Source of supply	149/69
ESB 30825/69	Packaging machinery; sulphur crushing machinery	Source of supply	142/69



Abrasive Developments Limited, Henley-in-Arden, Warwickshire, specialists in the design and manufacture of wet and dry blast process for the cleaning and finishing of metal surfaces, have equipped a mobile demonstration-cum-cinema-cum-hospitality suite which is currently touring Austria at the start of a four-month tour of principal European industrial centres. The unit, a converted coach, is equipped with two Abrasive Development process machines, an 8 mm projector and a 35 mm slide projector as well as a bar and a fridge. The tour takes in France, Holland, Germany and Italy.

TRADE AND FINANCIAL ARRANGEMENTS

Imports from East Germany

THE BOARD of Trade issued Notice to Importers No. 1264 on October 14. This is further to Notice to Importers No. 1244 setting out the arrangements agreed between the Confederation of British Industry and the East German Chamber of Foreign Trade for imports from East Germany in the first six months of 1969, and gives arrangements for the year ending December 31, 1969.

The list of the goods on quota is given in the Annex to this Notice and is reproduced below.

Annex

IMPORTS FROM EAST GERMANY DURING 1969

Item No.	Description	Value £'000 c.i.f.
1	Hosiery and knitting machines (including domestic types), other textile machines including knitting needles, accessories and spares, steaming dummies, machinery for the leather and shoe industry (of which not more than £100,000 for machines for fabric production)	300
2	Sewing machines (domestic and industrial) and parts	25
3	Miscellaneous machinery not elsewhere specified of which not more than £150,000 for agricultural machinery with or without power drive (and including machine tools of which not more than £350,000 for any one type of metal working machine tool) subject to type	1,980
4	Typewriters, calculating machines (including key set calculators), accounting and invoicing machines and book-keeping machines (of which not more than £160,000 for typewriters)	525
5	Photographic and cinematographic apparatus, cameras and equipment, including lenses. Optical instruments, including lenses and optical elements, refracting telescopes, astronomical instruments, microscopes, optical appliances and instruments, optical surveying instruments. Industrial process measuring and control and scientific instruments. Gauges and measuring instruments of precision, of the types used in engineering machine shops and viewing rooms, including precision drawing, marking-out and mathematical calculating instruments	1,100
6	Clocks and watches, including electric wrist watches (of which not more than £10,000 for mechanical clocks)	30
7	Hand tools and engineers' small tools, tool boxes, abrasive materials	70
8	Aluminium and other metal hollow-ware (of which not more than £2,000 for enamel and stainless steel hollow-ware), cutlery and metal household articles	40
9	Oil stoves, including spirit and paraffin cookers (subject to type)	5
10	Bicycle parts and accessories and accessories for motor vehicles	15
11	Tyres and tubes	15
12	Motor vehicles and parts	450
13	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor; with or without side-cars; side-cars of all kinds; and parts and accessories thereof	50
14	Wireless sets and parts (other than valves), radiograms and tape recorders (of which not more than £16,000 for transistorized wireless sets)	90
15	Wireless valves not exceeding 50 watts anode dissipation	55
16	Transmitting and special valves exceeding 50 watts anode dissipation	10
17	Component parts for telecommunication engineering other than valves and semi-conductors	20
18	Domestic electrical and heating apparatus (including washing machines), electric light fittings (excluding lamp bulbs and tubes) (of which not more than £20,000 for electric light fittings)	40
19	Leather goods and similar goods made of synthetic or other artificial materials and travel goods, including rucksacks and evening bags	140
20	Sports and camping goods not elsewhere specified (of which not more than £7,500 for tents and sleeping bags made wholly or mainly of cotton and not more than £7,500 for fishing tackle)	75
21	Sports boats, including outboard motors	75
22	Sporting guns (including spare parts)	30
23	Educational appliances (subject to type)	25
24	Table decorations	15
25	Artificial flowers, foliage or fruit (of which not more than £35,000 for items of textile materials)	55
26	Soap, candles and cosmetics	10
27	Domestic woodware, including hand-carved woodware and furniture	350
28	Brooms and brushes	70
29	Toys (including musical toys, dolls' prams and children's scooters) and games	200
30	Christmas tree decorations	35
31	Musical instruments, parts and accessories (of which not more than £15,000 for pianos and harmoniums)	300
32	Prams	25
33	Plastic household articles	25
34	Fancy goods and imitation jewellery (not elsewhere specified)	25
35	Cancelled	—
36	Table and fancy pottery (of which not more than £80,000 for ornamental ware)	180
37	Meissen porcelain	20
38	Household glass, other than Christmas tree decorations (of which not more than £30,000 for glassware decorated by gold enamelling, cutting, etching, engraving or intaglio)	80
39	Illuminating glassware and glass for industrial purposes	35
40	Barometers and thermometers (excluding clinical thermometers)	5
41	Apparel not elsewhere specified, excluding footwear, hats and headgear but including made-up furs, tracksuits and underwear (of which not more than £35,000 for apparel wholly or mainly of cotton and not more than £70,000 for stocking tights)	120
42	Stockings and socks	5
43	Gloves	10
44	Footwear (other than of rubber)	25
45	Blankets and travel rugs (of which not more than £10,000 for those made of cotton and/or man-made fibres)	30
46	Piece-goods of wool or of wool and man-made fibres of which: Piece-goods wholly of wool or in which wool predominates by weight 150 Piece-goods in which man-made fibres predominate by weight 20	
47	Linen goods (excluding towels and towelling)	5
48	Lace	10
49	Trimmings other than lace	20
50	Carpets (of which not more than £30,000 for carpets of materials other than wool or animal hair)	220
51	Paper and board and manufactures thereof (other than paper stationery)	30
52	Stationery including calendars, beer mats, stamped and embossed articles, carnival articles, pencils (of which not more than £2,000 for playing cards)	35
53	Books and periodicals, stamp albums and art prints	230
54	Cancelled	—
55	Films unexposed, photographic paper and X-ray films	110
56	Chemicals including pharmaceutical chemicals and plastic materials (subject to type)	840
57	Kainit	160
58	Paraffin wax	240
59	Grass seeds, all sorts, subject to quality control	40
60	Various foodstuffs, including biscuits, sweets, alcoholic liquors, spirits and beers, mustard, soups, preserved fruits and vegetables (subject to type)	10
61	Miscellaneous (subject to type)	245
		9,150

In addition there are facilities for the import of muriate of potash. Traders are advised to ascertain from Import Licensing Branch whether licences are available before they enter into arrangements with suppliers.

Further information on imports of seeds may be obtained from the Ministry of Agriculture, Fisheries and Foods (Seeds Branch), Great Westminster House, Horseferry Road, London, S.W.1 (Tel. 01-884 8511, Ext. 392).

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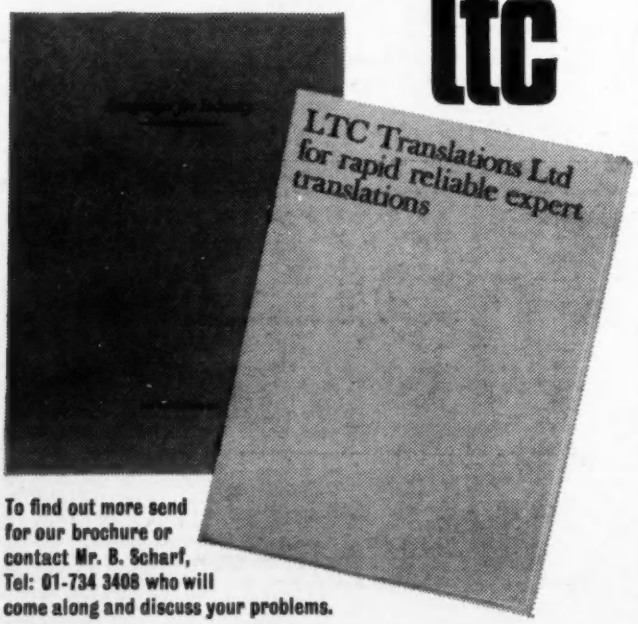

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Imports from Poland

THE BOARD of Trade issued Notice to Importers No. 1265 on October 14, dealing with imports from Poland.

Negotiations on the arrangements for Anglo-Polish trade for the year 1969 were concluded in London on August 1, 1969. Annex A to this NTI 1265 lists the goods on quota and is reproduced below.

Annex A

IMPORTS FROM POLAND DURING 1969

List of Quotas

Item No.	Description		Value £'000 c.i.f. or Quantity
1	Bacon		50,310 (†) Tons
2	Butter		8,660 (†) Tons
3	Canned or fully cooked meat		4,085
	(i) Ham and pork loin	1,925	
	(ii) Other pigmeat	1,925	
	(iii) Poultry	235 (‡)	
4	Dried, salted, smoked, pickled or cooked open pack meat		450
5	Cheese		140
6	Lactose		p.m.
7	Potatoes:		
	(i) New		p.m.
	(ii) Other		p.m.
8	Poultry, fresh or frozen		p.m. (‡)
9	Jams and jellies (of which not more than 1,100 tons for black-currant, raspberry and strawberry taken together)		1,500 Tons
10	Canned or bottled fruit grown in Poland including preserved cherries in barrels (of which not more than £80,000 for straw-berries, raspberries and blackcurrants taken together)		280
11	Fruit juices, sweetened or unsweetened and fruit must:		75
	Apple, blackcurrant and pear juices and syrups	40	
	Fruit must of apples, blackcurrants and pears	35	
12	Pulp of fruit grown in Poland (of which not more than 750 tons for strawberry and raspberry taken together and not more than 200 tons for blackcurrants)		2,400 Tons
13	Apples and pears		225 (§) Tons
	Period January 1 to June 30	165	
	Period July 1 to 31 December	60	
14	Deep frozen fruit (of which not more than 75 tons each for straw-berries and raspberries and not more than 600 tons for black-currants)		1,400 Tons
15	Fresh vegetables not elsewhere specified in this Annex		400 Tons
16	Frozen vegetables other than potatoes		300 Tons
17	Canned or bottled vegetables other than potatoes		70
18	Dried vegetables, other than potatoes		100
19	Vegetables preserved in vinegar or acetic acid (including mixed pickle and chutney) containing any beetroot, cauliflower or onions		210
20	Vegetables provisionally preserved containing cauliflower or onions		65
21	Onions including shallots (of which not more than 10,000 tons during the period August 1 to November 30)		28,000 Tons
22	Sporting ammunition		5
23	Table and fancy pottery (of which not more than £15,000 for orna-mental ware)		125
24	Flat glass 3 mm. nominal thickness and less		100
25	Glass Christmas tree ornaments		60
26	Handicraft textile articles (subject to type) including hand-painted table covers		20
27	Toys and games		260
28	Matches		20
29	Textile haberdashery (subject to type)		50
30	Fabrics and made-up goods (other than clothing, lace or net) of cotton		120
31	Fabrics and made-up goods (other than clothing) of wool		20
32	Fabrics and made-up goods (other than clothing, lace or net) of man-made fibres		200
33	Plush fabrics (of which not more than £40,000 for fabrics made wholly or mainly of cotton)		120
34	Linen fabrics and manufacturers thereof:		
	(i) Linen tea towels and tea towelling		90,000 sq. yds.
	(ii) Other		41
35	Ready-made clothes of textile materials (of which not more than £70,000 for clothes wholly or mainly of cotton)		795
36	Stockings and socks		100
37	Tanned pigskins		175
38	Rough tanned and finished calfskins		20
39	Leather gloves		20
40	Rubber footwear		75
41	Enamelled hollow-ware		55
42	Cutlery and parts (of which not more than £20,000 for stainless steel cutlery and parts)		35
43	Alarm clocks and parts		15
44	Aircraft of an all-up weight over 4,500 lb.		p.m.
45	Bicycles and parts		30
46	Motor bicycles, scooters, mopeds and parts		10
47	Electronic valves and tubes, and semi-conductors		75
48	Transistorized radio and television receivers		30
49	Man-made fibres, staple and filament (subject to type)		200
50	Cotton tents		7·5
51	Grass seed		10 (‖)
52	Hat bodies		5

Notes:
(†) Basic quota for the period April 1, 1969 to March 31, 1970 under the general arrangements for this commodity.
(‡) Imports subject to the Poultry Carcases Landing Order, 1955.
(§) Licences will be allocated by the United Kingdom authorities.
(‖) Subject to quality control.
p.m. Pro memoria. (There are at present no arrangements for imports.)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Imports from China, 1970

THE BOARD OF TRADE issued Notice to Importers No. 1268 on October 14.

Importers should note that 1970 quota levels for China will not be less than those set out in Notices to Importers Nos. 1178 and 1182, with the exception of silk yarns, for which the quota has been increased to £100,000 (of which not more than £10,000 for thrown yarns).

There will be no change in procedure. Arrangements for licensing against the cotton and rayon fabrics quotas, the manufactures of cotton, linen and man-made fibres quota and the silk fabrics quota will be as set out in Notice to Importers No. 1178. Requests for reservations against the 1970 quotas for commodities covered by Annex B of Notice to Importers No. 1182 may be made at once, but it should be noted that reservations can be made only against current offers and that licences will be issued only against offers and contract documents *dated after* the issue of this notice. Licences will not be valid until January 1, 1970.

Since certain quotas have in past years been under considerable pressure, a preliminary examination will be made of all applications (and evidence) received by December 1, 1969 and no entitlements can be guaranteed before this date. Past trade may be taken into account where items are known to be sensitive.

United Kingdom aid to developing countries

Pakistan

AN INTEREST-FREE loan agreement under which Britain will provide economic assistance to Pakistan to the value of £2.5 million for the Tarbela Dam was signed in Islamabad. The loan is the second instalment of the bilateral aid of up to £10 million which Britain promised as a signatory of the Tarbela Dam on the River Indus. The first instalment of £1.5 million was provided under a loan agreement signed in March this year.

The new loan (which will be used to reimburse the World Bank, as administrator of the Tarbela Development Fund, for expenditure on British goods and services) is part of the £9.5 million pledged by Britain at the Pakistan Consortium meeting in Paris in May. Of this sum, £5.5 million is to be non-project aid and the balance for projects including the Tarbela Dam. Much of the balance of the project aid pledge has already been allocated to complete the electrification of the Khanewal-Lahore section of Pakistan Western Railway and the British Government is currently considering Pakistan Government proposals for the remaining project aid and for this year's non-project aid.

The loan is repayable over a period of 25 years, including an initial seven-year grace period, as were the 10 previous loans to Pakistan signed since May 1966.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278), quoting reference number CRE 18345/G.

Rumania and Argentina

DETAILS of the trade agreement between Rumania and Argentina, which was signed in Bucharest on April 3, 1969, were published in the Rumanian *Official Bulletin* of July 7, 1969. The agreement is valid for one year and will be renewed annually.

Rumanian exports to Argentina will include oil, mining and chemical equipment, refineries, cement and plywood factories, boilers, refrigerating and milling equipment, ships, motors, excavators, pumps, electrical equipment, chemical and petro-chemical goods and ball bearings.

Exports to Rumania from Argentina will include animals and meat, fish, cereals, fruit and various other foodstuffs, textiles, cosmetics, leather and skins, chemicals, drugs, machines and vehicles.

Total trade between Rumania and Argentina has shown some fairly wide fluctuations in recent years, the highest figure being 36.7 million lei (£850,000) in 1962. Trade in 1967 and 1968 was 11.4 and 14.3 million lei respectively with exports exceeding imports roughly in the ratio of 2 to 1.

Each party will grant the other m.f.n. treatment in respect of customs duties, fiscal charges, fees and taxes, administrative formalities, the granting or exemptions of licences, transfer or payments in currency, regulations on circulation and transport and distribution of goods. Advantages and facilities which either party may grant to neighbouring countries or which may be granted as a result of membership of a customs union, a free trade area, a sub-regional, regional or inter-regional agreement or an economic agreement are excepted from these provisions.

A copy of the Agreement with lists of goods to be exchanged is obtainable from Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 and 476).

Switzerland and Upper Volta

IT HAS BEEN reported that a commercial agreement was signed between Switzerland and Upper Volta in Ouagadougou on May 6, 1969. The agreement will be valid for one year and will be renewable from year to year by tacit agreement. Each nation will grant the other most favoured nation treatment.

Among the products, mainly manufactured articles to be exported from Switzerland to Upper Volta are: chemicals and pharmaceutical products, textiles, watches and sewing machines.

Articles to be exported by Upper Volta are mainly natural products and include: groundnuts, cotton, skins and hides, fruit and handicrafts.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

British commercial representatives overseas

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* of October 1, 1969, should be amended as follows:

FINLAND, *Amend* telex answer back to 'UKHKI SF'.

IRAQ-BAGHDAD. *Amend* telephone number to '93538'.

MALAYSIA-KUALA LUMPUR. *Amend* third line of address to read 'Box 1030, 9th Floor, Police Co-operative Building'.

MALAYSIA-KUCHING. *Insert* 'Building' after the words 'Teck-Ho' in the third line of address.

PORTUGAL-LISBON. *Amend* telex number to '2046-1278'.

SWITZERLAND-BASLE. *Amend* telex number to '2052-62959'.

SWITZERLAND-BERNE. *Amend* telex number to '2052-32687'.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on India, Mocambique and Angola and Senegal and Mauritania have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room CO7, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ARGENTINA

Bulletin 194/69

B.A. MUNICIPAL HOUSING COMMISSION:
*17s. **Telephone Cables.** October 28. E.S.B. 41094/69/J.
MUNICIPALITY OF THE CITY OF BUENOS AIRES:
Refuse Destruction Plant. Closing date not known. (Advance Information.) E.S.B. 41093/69/J.

Bulletin 195/69

YACIMIENTOS MINEROS DE AGUA DE DIONISIO:
Exploration and Exploitation of Mineral Deposits. May 20, 1970. E.S.B. 41573/69/J.

AUSTRALIA

Bulletin 192/69

ELECTRICITY COMMISSION OF NEW SOUTH WALES:
*145s. **Transformers.** November 1. E.S.B. 40791/69/J.
AUSTRALIAN ATOMIC ENERGY COMMISSION:
*4s. **Radioisotope Dose Measuring Equipment.** November 4. E.S.B. 40782/69/J.

Bulletin 193/69

ELECTRICITY COMMISSION OF NEW SOUTH WALES:
*78s. **Transformers.** (Further Information.) E.S.B. 40790/69/J.

Bulletin 194/69

POSTMASTER-GENERAL'S DEPARTMENT:
*14s. **Voice Frequency Telegraph Systems.** November 6. E.S.B. 41095/69/J.
CENTRAL CONTRACT BOARD:
*24s. **Runway Lights.** November 11. E.S.B. 41096/69/J.

BELGIUM

Bulletin 193/69

SHAPE:
*16s. **Telegraph Call Indicating Units.** November 4. E.S.B. 40739/69/J.

Bulletin 194/69

*Mobile Generators. November 28. E.S.B. 41302/69/J.
FORCES ARMEES:
Mackerel Fillets. October 30. E.S.B. 41319/69/J.

BRAZIL

Bulletin 194/69

CENTRAL ELECTRICA DE FURNAS:
Cable. Closing date not stated. E.S.B. 41344/69/J.

Bulletin 196/69

COMPANHIA PAULISTA DE ESTRADAS DE FERRO:
Signalling and Traffic Control Systems. December 11. E.S.B. 41627/69/J.
ESTRADA DE FERRO SOROCABANA:
Voltmeters; Signal Generators. November 7. E.S.B. 41628/69/J.

BURMA

Bulletin 192/69

MYANMA EXPORT IMPORT CORPORATION:
*5s. **Pipes; Tubes and Fittings.** November 15. E.S.B. 40676/69/J.
*3s. **Engine Spare Parts.** November 15. E.S.B. 40680/69/J.
*4s. **Engine Spare Parts.** November 15. E.S.B. 40681/69/J.

Bulletin 193/69

*3s. **Steel Angles.** November 6. E.S.B. 40743/69/J.
*3s. **Steel Angles.** November 6. E.S.B. 40744/69/J.
*3s. **Steel Angles.** November 6. E.S.B. 40745/69/J.
*18s. **Cranes; Tractors.** November 6. E.S.B. 41087/69/J.
*6s. **Concrete Vibrator; Concrete Mixer.** November 6. E.S.B. 41092/69/J.
*3s. **Acetone.** October 28. E.S.B. 41090/69/J.

Bulletin 194/69

*4s. **Resistance Wire.** November 10. E.S.B. 41089/69/J.
*4s. **Pharmaceuticals.** November 15. E.S.B. 41091/69/J.

Bulletin 196/69

*2s. **Textile Testing Instruments.** October 30. E.S.B. 41647/69/J.
*3s. **Transformers.** November 15. E.S.B. 41651/69/J.
PEOPLE'S OIL INDUSTRY:
*6s. **Copper Wire.** November 8. E.S.B. 41658/69/J.
*4s. **Road Roller.** November 15. E.S.B. 41661/69/J.
*3s. **Elevators.** November 13. E.S.B. 41663/69/J.
*8s. **Bearings.** November 13. E.S.B. 41664/69/J.
MINISTRY OF DEFENCE:
*4s. **Miscellaneous Military Stores.** November 28. E.S.B. 41665/69/J.
PEOPLE'S TEXTILE MILL:
*2s. **Air Compressor.** October 30. E.S.B. 41654/69/J.
*2s. **Leather Picker and Buffer.** October 30. E.S.B. 41646/69/J.
*4s. **Spindles and Inserts.** October 30. E.S.B. 41653/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Electrodes.** November 10. E.S.B. 41650/69/J.
*3s. **Cables.** November 7. E.S.B. 41660/69/J.
*3s. **Fuse Cartridge.** November 8. E.S.B. 41655/69/J.
*3s. **Bitumen.** November 10. E.S.B. 41662/69/J.

CANADA

Bulletin 192/69

BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Capacitors. January 6, 1970. E.S.B. 40724/69/J.
MANITOBA HYDRO:
*58s. **Lightning Arresters.** November 12. E.S.B. 40728/69/J.

CEYLON

Bulletin 194/69

CHAIRMAN TENDER BOARD:
Brake Fluid. November 26. E.S.B. 41085/69/J.
STATE TIMBER CORPORATION:
*7s. **Woodworking Machine.** (Further Information.) E.S.B. 40272/69/J.

Bulletin 196/69

TENDER BOARD:
Pharmaceuticals. November 18. E.S.B. 41669/69/J.
CEYLON CEMENT CORPOATION:
Gypsum. October 28. E.S.B. 41666/69/J.
CEYLON TRANSPORT BOARD:
Lamp Fittings. October 27. E.S.B. 41670/69/J.

Bulletin 196/69

EASTERN PAPER MILL CORPORATION:
*7s. **Aluminium Sulphate.** December 20. E.S.B. 41668/69/J.

CHILE

Bulletin 195/69

LA JUNTA DE ADELANTO DE ARICA:
*20s. (In Spanish.) **Swimming Pool Equipment.** October 28. E.S.B. 41567/69/J.

COLOMBIA

Bulletin 192/69

FERROCARILES NACIONALES DE COLOMBIA:
Hydraulic Presses. October 27. E.S.B. 40788/69/J.

CONGO, DEMOCRATIC REPUBLIC OF

Bulletin 194/69

CENTRAL MEDICO-PHARMACEUTIQUE:
*6s. (In French.) **Pharmaceuticals.** November 28. E.S.B. 41583/69/J.

A single Wilkinson Sword advertisement which will run for two years, and 50,000 miles, began its international selling work at Dover recently. The advertisement for the company's razor blades appears on a double-decker bus which has just started a 50,000-mile round the world export drive over four continents to boost sales of British goods abroad. During the tour, organized by a group of nine enterprising young men from Hampshire, the bus will visit Europe, the Middle East, India and Pakistan, Central America, the United States and Canada. Working in co-operation with Board of Trade representatives and British consulates the sales team will attend British Trade weeks and visit potential buyers. The double-decker bus has been fitted out to provide exhibition space for a wide variety of British products as well as office and living accommodation for the group.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room 1124, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

COSTA RICA

Bulletin 194/69

EL INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. (In Spanish.) **Stationers' Sundries.** October 30. E.S.B. 41308/69/J.
*1s. (In Spanish.) **Panels and Accessories.** November 7. E.S.B. 41307/69/J.
*1s. (In Spanish.) **Radio Base Stations.** November 11. E.S.B. 41303/69/J.
*2s. (In Spanish.) **Cables; Conductors; Lamps.** November 13. E.S.B. 41304/69/J.
*1s. (In Spanish.) **Steel Sheet Piling.** November 5. E.S.B. 41305/69/J.
*2s. (In Spanish.) **Rock Breaking Hammer.** November 6. E.S.B. 41306/69/J.
*1s. (In Spanish.) **Steel and Phosphor Bronze Bars.** November 8. E.S.B. 41314/69/J.
*1s. (In Spanish.) **Nuts, Screws and Washers.** November 10. E.S.B. 41315/69/J.
LA PROVEEDURA NACIONAL:
*2s. (In Spanish.) **Construction of Highway.** December 22. E.S.B. 41317/69/J.

EL SALVADOR

Bulletin 195/69

BLOOM FOUNDATION HOSPITAL:
*71s. (In Spanish.) **Hospital and Laboratory Equipment.** December 17. E.S.B. 41552/69/J.

GREECE

Bulletin 195/69

INSTITUTE OF SOCIAL INSURANCE:
*6s. **Multiplicators.** November 25. E.S.B. 41554/69/J.
*7s. **Ampoules; Serums.** December 4. E.S.B. 41555/69/J.
MINISTRY OF COMMERCE:
*3s. **Electronic Training Device.** November 12. E.S.B. 41598/69/J.
*4s. **Paper.** October 29. E.S.B. 41605/69/J.
Radar Decoding System. November 5. E.S.B. 41606/69/J.
*8s. **Vehicles.** October 31. E.S.B. 41609/69/J.
INSTITUTE OF SOCIAL INSURANCE:
*7s. **Dental Materials.** December 10. E.S.B. 41610/69/J.
*7s. **Needles and Syringes.** December 16. E.S.B. 41611/69/J.
PUBLIC POWER CORPORATION:
Switches. November 8. E.S.B. 41619/69/J.

INDIA

Bulletin 192/69

BHARAT HEAVY ELECTRICALS LTD.:
*12s. **Series Commutor Motor.** (Further Information.) E.S.B. 40024/69/J.
DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
*40s. **Pig Lead.** October 29. E.S.B. 40683/69/J.
*30s. **Swaging Machine.** November 19. E.S.B. 40729/69/J.
HINDUSTAN COPPER LTD.:
Long Hole Drifters. November 29. E.S.B. 40730/69/J.
STATE ELECTRICITY BOARD:
*Lightning Arresters. (Further Information.) E.S.B. 40083/69/J.
WEST BENGAL STATE ELECTRICITY BOARD:
*37s. **Control, Relay and Metering Panels.** November 20. E.S.B. 40727/69/J.

Bulletin 153/69

PUBLIC WORKS DEPARTMENT:
*Pipes and Fittings. (Further Information.) E.S.B. 36106/69/J.

Bulletin 194/69

DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
*Turret Bar. October 28. E.S.B. 41356/69/J.
Milling Machines. November 7. E.S.B. 41357/69/J.
*25s. **Turret Type Bar Machine.** October 27. E.S.B. 41359/69/J.
NATIONAL COAL DEVELOPMENT LTD.:
*5s. **Cable.** November 13. E.S.B. 41355/69/J.

Bulletin 195/69

BHABHA ATOMIC RESEARCH CENTRE:
*22s. **Steel Tubing.** (Further Information.) E.S.B. 40635/69/J.
*5s. **Steel Pipes and Tubes.** (Further Information.) E.S.B. 40636/69/J.
VISAKHAPATNAM PORT TRUST:
Construction of Harbour. November 15. (Pre-qualification Information.) E.S.B. 41505/69/J.
HINDUSTAN AERONAUTICS LTD.:
*1s. **Hardness Testers.** (Further Information.) E.S.B. 40669/69/J.
*2s. **Measuring Instruments.** (Further Information.) 40663/69/J.
*3s. **Micrometers.** (Further Information.) E.S.B. 40664/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*5s. **Nimonic Alloy Rods and Sheets; Welding Rods.** November 4. E.S.B. 41557/69/J.

Bulletin 196/69

Steel Rods, Angles, Sheets and Plates. November 6. E.S.B. 41614/69/J.
Pipes and Fittings. November 12. E.S.B. 41615/69/J.
HEAVY ELECTRICALS LTD.:
*13s. **Insulators.** November 12. E.S.B. 41620/69/J.

IRAN

Bulletin 193/69

IRANIAN STATE RAILWAYS:
Telecommunication Equipment. Closing date postponed to November 10. (Further Information.) E.S.B. 33209/69/J.

Bulletin 196/69

ORDNANCE DEPARTMENT:
*5s. **Anti-Freeze.** November 30. E.S.B. 41563/69/J.
*8s. **Brake Fluid.** December 3. E.S.B. 41564/69/J.

IRAQ

Bulletin 193/69

MOSUL CEMENT COMPANY:
*10s. **Motors.** (Further Information.) E.S.B. 40225/69/J.
*3s. **Bulldozer; Traxcavator.** (Further Information.) E.S.B. 40226/69/J.
*3s. **Sodium Carbonate.** (Further Information.) E.S.B. 40232/69/J.
IRAQI PORTS ADMINISTRATION:
*11s. **Air Conditioning Installation.** (Further Information.) E.S.B. 40615/69/J.

Bulletin 194/69

*6s. **Drag Chain Link.** (Further Information.) E.S.B. 40227/69/J.
MOSUL CEMENT COMPANY:
*3s. **Ball and Roller Bearings.** October 30. E.S.B. 41031/69/J.
*3s. **Crushing Machine and Accessories.** October 30. E.S.B. 41137/69/J.
STATE ORGANIZATION OF INDUSTRY:
*3s. **Asbestos Preparation Machinery.** November 5. E.S.B. 41397/69/J.
*Cellulose Film; Paper; Board. (Further Information.) E.S.B. 40217/69/J.
IRAQI PORTS ADMINISTRATION:
*5s. **Typewriters.** November 12. E.S.B. 41027/69/J.
CENTRAL FOREIGN PURCHASING BOARD:
*4s. **Paper and Printing Materials.** November 9. E.S.B. 41020/69/J.
Oxygen Generating Plant. November 9. E.S.B. 41070/69/J.
Paper and Printing Materials. November 9. E.S.B. 41074/69/J.
GENERAL ESTABLISHMENT FOR DRUGS:
*8s. **Vitamins and Tonics.** November 13. E.S.B. 41354/69/J.
MINISTRY OF MUNICIPALITIES AND RURAL AFFAIRS:
*6s. **Tyres and Tubes.** November 27. E.S.B. 41030/69/J.
Water Supply Scheme Extension. January 24, 1970. E.S.B. 41078/69/J.
CO-OPERATIVE HOUSE BUILDING SOCIETY:
Construction of Houses. December 31. E.S.B. 41079/69/J.
IRAQI PORTS ADMINISTRATION:
Air Conditioning Units. November 19. E.S.B. 41076/69/J.
MINISTRY OF DEFENCE:
*3s. **Paper.** November 16. E.S.B. 41025/69/J.
*2s. **Heat Shrinkable Tube.** October 30. E.S.B. 41348/69/J.
*4s. **PVC; Paper.** October 30. E.S.B. 41349/69/J.
*2s. **Flour; Starch.** October 30. E.S.B. 41350/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Transformers. November 1. E.S.B. 41072/69/J.

Bulletin 195/69

MINISTRY OF DEFENCE:
*2s. **Military Cartridge Belts.** November 27. E.S.B. 41024/69/J.
*1s. **Tool Kits.** December 1. E.S.B. 41026/69/J.
*Cardboard Paper; Tarpaulin Paper. November 6. E.S.B. 41346/69/J.
*4s. **Battery Components; Wire; PVC Tube.** November 6. E.S.B. 41347/69/J.
IRAQ BISCUIT & CHOCOLATE INDUSTRIES:
Boiler; Ionizing Unit. October 30. E.S.B. 41534/69/J.
IRAQI DATES ORGANIZATION:
*2s. (Press Notice.) **Construction of Date Pooling Centres.** March 1, 1970. E.S.B. 41520/69/J.
MINISTRY OF INDUSTRY:
Vehicles; Harvesting Equipment; Fire Protection Equipment; Garage Equipment. November 15. E.S.B. 41535/69/J.
MINISTRY OF WORKS AND HOUSING:
*1s. (Press Notice.) **Construction of a Building.** February 3, 1970. E.S.B. 41536/69/J.
STATE ORGANIZATION OF INDUSTRY:
Packing Containers. November 15. E.S.B. 41532/69/J.
DIRECTOR-GENERAL OF SURVEYS:
Chemicals, Printing Materials. Closing date not known. E.S.B. 41540/69/J.
MINISTRY OF OIL AND MINERALS:
Chemicals. November 18. E.S.B. 41544/69/J.
ADMINISTRATION OF DISTRIBUTION OF OIL PRODUCTS:
Laboratory Apparatus. November 18. E.S.B. 41545/69/J.
DIRECTORATE-GENERAL OF PROJECTS:
*64s. **Water Supply Scheme.** (Further Information.) E.S.B. 36861/69/J.
Water Supply Project. January 13, 1970. E.S.B. 41527/69/J.
IRAQI PORTS ADMINISTRATION:
Cables: Wire and Accessories. November 26. E.S.B. 41546/69/J.
Poles and Street Lighting Fittings. November 19. E.S.B. 41528/69/J.
MINISTRY OF MATERIALS:
Tetraethyl Lead. November 11. E.S.B. 41550/69/J.
Tin Plate. November 25. E.S.B. 41526/69/J.
GENERAL SPINNING AND WEAVING CO.:
Textile Machinery. October 30. E.S.B. 41225/69/J.

Bulletin 196/69

AMANAT AL-ASIMA:
*6s. **Feasibility Study.** (Further Information.) E.S.B. 36850/69/J.
*6s. **Design and Construction of Roads.** (Further Information.) E.S.B. 36851/69/J.

IRISH REPUBLIC

Bulletin 193/69

ELECTRICITY SUPPLY BOARD:
Electrical Equipment. December 31. E.S.B. 40736/69/J.
*34s. **Transformers.** November 21. E.S.B. 40737/69/J.

JORDAN

Bulletin 192/69

ROYAL MEDICAL SERVICES:
*11s. **Hospital and Surgical Equipment.** November 5. E.S.B. 40710/69/J.

Bulletin 193/69

JORDAN PETROLEUM REFINERY CO.:
*4s. **Street Lighting Equipment.** November 4. E.S.B. 40797/69/J.
CENTRAL TENDERS BOARD:
*2s. **Radio Equipment.** October 29. E.S.B. 40800/69/J.

KUWAIT

Bulletin 196/69

AMERICAN INDEPENDENT OIL CO.:
*3s. **Steel Tubes.** October 28. E.S.B. 41901/69/J.
KUWAIT OIL CO. LTD.:
*8s. **Hand Tools.** October 26. E.S.B. 41902/69/J.

MALAYSIA

Bulletin 192/69

DIRECTOR OF PUBLIC WORKS:
*3s. **Steel Tubes and Sockets.** December 1. E.S.B. 40779/69/J.

MALTA

Bulletin 192/69

MALTA ELECTRICITY BOARD:
*8s. **Copper Wire.** October 28. E.S.B. 40769/69/J.
TREASURY:
*Calorifier. October 30. E.S.B. 40775/69/J.
*Detergent. October 30. E.S.B. 40776/69/J.
*Telecommunication Equipment. October 30. E.S.B. 40777/69/J.
*Housecraft Requisites. October 30. E.S.B. 40778/69/J.
Girders. November 6. E.S.B. 41685/69/J.

MOZAMBIQUE

Bulletin 193/69

PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
Rail Clamps. November 20. E.S.B. 41005/69/J.

Bulletin 194/69

Automotive Equipment. November 3. E.S.B. 41011/69/J.
Tyres and Tubes. October 31. E.S.B. 41012/69/J.
Building Materials; Workshop Equipment. October 29. E.S.B. 41014/69/J.
Fire Extinguisher Refills; Telephone Apparatus Spares. October 27. E.S.B. 41016/69/J.
*1s. (Press Notice.) **Cables.** November 21. E.S.B. 41006/69/J.

NETHERLANDS ANTILLES

Bulletin 196/69

DIRECTEUR VAN DEPARTEMENT VAN FINANCIEN:
*Construction of a Road. October 28. E.S.B. 41684/69/J.

NEW ZEALAND

Bulletin 192/69

AUCKLAND HOSPITAL BOARD:
*Closed Circuit Television System. Closing date postponed to November 3. (Further Information.) E.S.B. 38988/69/J.
POST OFFICE HEADQUARTERS:
*4s. **Handlamps.** November 3. E.S.B. 40771/69/J.
*9s. **Wire.** November 3. E.S.B. 40772/69/J.
*7s. **Message Re-Transmission Equipment.** November 3. E.S.B. 40773/69/J.

Bulletin 193/69

*3s. **Wire.** October 31. E.S.B. 40794/69/J.
*3s. **Valves; Diodes; Transistors.** October 30. E.S.B. 40795/69/J.
*5s. **Fuses; Fuse Terminals; Fuse Wire.** October 31. E.S.B. 40774/69/J.

Bulletin 194/69

*43s. **Telephone Handset Cord.** October 28. E.S.B. 41523/69/J.

Bulletin 195/69

NEW ZEALAND ELECTRICITY DEPARTMENT:
Power Station Water Screens. December 17. E.S.B. 41515/69/J.
Pumps. January 2, 1970. E.S.B. 41514/69/J.
*92s. **Transmission Line Towers.** October28. E.S.B. 41593/69/J.
POST OFFICE HEADQUARTERS:
*3s. **Cotton Waste.** November 4. E.S.B.41597/69/J.
*4s. **Radio Valves.** November 5. E.S.B. 41591/69/J.
*17s. **Transceivers and Accessories.** November 5. E.S.B. 41518/69/J.
NEW ZEALAND FOREST SERVICES:
*11s. **Tractor.** October 29. E.S.B. 41594/69/J.
NEW ZEALAND GOVERNMENT RAILWAYS:
Railcars. February 11, 1970. E.S.B. 41595/69/J.
NEW ZEALAND BROADCASTING CORPORATION:
*43s. **Television Translator.** November 25. E.S.B. 41592/69/J.

NIGERIA

Bulletin 193/69

CORPORATION'S STANDING TENDERS BOARD:
Overhead Power Lines. November 17. E.S.B. 41003/69/J.
ELECTRICITY CORPORATION OF NIGERIA:
D-Irons. October 30. E.S.B. 41004/69/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

Bulletin 194/69
MINISTRY OF WORKS, LAND AND TRANSPORT:
Textile Manuals for Uniforms, Caps and Helmets; Boots. October 30. E.S.B. 41353/69/J.
INTERNATIONAL DEVELOPMENT ASSOCIATION:
Construction of Extension to School. Closing date not known. (Pre-qualification Information.) E.S.B. 41352/69/J.

SAUDI ARABIA

Bulletin 192/69
MINISTRY OF EDUCATION:
Construction of School. October 27. E.S.B. 40750/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 194/69
HOTEL SHANGRI-LA LTD.:
*2s. **Partitions.** October 30. E.S.B. 40721/69/J.

Bulletin 195/69
PUBLIC UTILITIES BOARD:
Liquid Chlorine. October 14. E.S.B. 41574/69/J.

SOUTH AFRICA

Bulletin 192/69
TENDER BOARD, SOUTH WEST AFRICAN ADMINISTRATION:
*21s. **Machinery Transformer.** October 28. E.S.B. 40722/69/J.

Bulletin 194/69
DURBAN CITY ELECTRICITY DEPARTMENT:
Switchgear; Transformers; Cables. Closing date not known. (Advance Information.) E.S.B. 41320/69/J.

Bulletin 196/69
STATE TENDER BOARD:
*11s. **Recorders.** October 27. E.S.B. 41630/69/J.
*8s. **Steel Spring Rings.** October 27. E.S.B. 41631/69/J.
*6s. **Clamps; Gripping Pins.** October 31. E.S.B. 41632/69/J.
STATE PROCUREMENT BOARD:
*6s. **Rope.** October 27. E.S.B. 41633/69/J.
STATE TENDER BOARD:
*10s. **Electrical Supplies.** October 30. E.S.B. 41689/69/J.
TRANSVAAL TENDER BOARD:
*15s. **Steel Shafting.** October 31. E.S.B. 41634/69/J.
*58s. **Concrete Mixers.** October 31. E.S.B. 41635/69/J.
STATE TENDER BOARD:
*15s. **Cranes.** November 6. E.S.B. 41641/69/J.
*16s. **Wheel Tractors.** November 13. E.S.B. 41638/69/J.
*17s. **Water Tanker.** November 12. E.S.B. 41687/69/J.
*8s. **Radio Receivers.** October 28. E.S.B. 41690/69/J.
*13s. **Blotting Pads.** October 27. E.S.B. 41694/69/J.
*10s. **Paper.** October 27. E.S.B. 41693/69/J.
*29s. **Demolition Breakers, Subsoiler, Tractors.** November 12. E.S.B. 41688/69/J.
*11s. **Caravan.** October 30. E.S.B. 41637/69/J.
*22s. **Loader and Excavator.** November 12. E.S.B. 41640/69/J.
*30s. **Tractors.** November 13. E.S.B. 41639/69/J.
*22s. **Tractor-Dozer.** November 12. E.S.B. 41691/69/J.
*18s. **Tractors.** November 13. E.S.B. 41692/69/J.

SUDAN

Bulletin 194/69
MINISTRY OF WORKS:
*6s. **Tyres and Tubes.** October 27. E.S.B. 41342/69/J.
*8s. **Pipes.** October 28. E.S.B. 41380/69/J.
*6s. **Lamp Globes.** October 27. E.S.B. 41381/69/J.
*6s. **Steel Plates and Flats.** October 27. E.S.B. 41384/69/J.
SUDAN RAILWAYS:
*1s. **Copper Ingots.** October 27. E.S.B. 41386/69/J.
*7s. **Asbestos Cement Pipes.** October 28. E.S.B. 41382/69/J.

Bulletin 195/69
CONTROLLER OF STORES, POST AND TELEGRAPHS DEPARTMENT:
*6s. **Wire; Binders; Tape.** November 10. E.S.B. 41340/69/J.
SUDAN RAILWAYS:
*1s. **Tin.** November 2. E.S.B. 41385/69/J.
*7s. **Bronze Ingots.** November 6. E.S.B. 41387/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 194/69
DIRECTORATE-GENERAL OF BROADCASTING AND TELEVISION:
Projector. October 28. E.S.B. 41056/69/J.
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Safety Belts. November 1. E.S.B. 41058/69/J.

Bulletin 195/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Construction of a Hotel. November 11. E.S.B. 41055/69/J.

TAIWAN

Bulletin 193/69
CENTRAL TRUST OF CHINA:
*91s. **Steam Power Plant.** December 17. E.S.B. 40761/69/J.
*5s. **Radio Receivers and Telegraph Equipment.** November 20. E.S.B. 40762/69/J.
*2s. **Nylon Rope.** November 21. E.S.B. 40763/69/J.
*2s. **Steam Trap and Strainers.** October 29. E.S.B. 40765/69/J.
*2s. **Vacuum Breaker.** October 29. E.S.B. 40766/69/J.
*5s. **Size Press.** October 30. E.S.B. 40767/69/J.
*3s. **Centrifugal Pump.** October 30. E.S.B. 40768/69/J.
*4s. **Welding Rod.** November 20. E.S.B. 40760/69/J.

Bulletin 194/69
*Turbines; **Generators; Switchboards.** December 8. E.S.B. 40764/69/J.
*2s. **Projector.** October 30. E.S.B. 41176/69/J.
*2s. **Vacuum Tubes.** October 27. E.S.B. 41185/69/J.

Bulletin 195/69
*3s. **Tractor.** November 1. E.S.B. 41624/69/J.
*5s. **Steel Valves.** November 25. E.S.B. 41558/69/J.
*3s. **Riveting Hammer; Chipping and Caulking Hammer; Jam Riveters.** October 24. E.S.B. 41560/69/J.
*1s. **Zinc Plates.** October 28. E.S.B. 41561/69/J.
*1s. **Ferro Manganese.** November 4. E.S.B. 41579/69/J.
*Compressor. November 25. E.S.B. 41580/69/J.
*14s. **Pumps.** October 27. E.S.B. 41582/69/J.
*5s. **Fire Pump; Diesel Engine.** November 24. E.S.B. 41621/69/J.
*3s. **Valves.** November 1. E.S.B. 41623/69/J.

Bulletin 196/69
*5s. **Steel Valves.** November 24. E.S.B. 41559/69/J.
*2s. **Crane.** October 30. E.S.B. 41562/69/J.
*5s. **Plain Dandy Rolls.** October 31. E.S.B. 41581/69/J.
*3s. **Air Compressor.** October 31. E.S.B. 41584/69/J.
*2s. **Cask Washing Machine.** November 1. E.S.B. 41585/69/J.
*3s. **Plug Valves.** November 3. E.S.B. 41586/69/J.
*2s. **Fork Lift Trucks.** November 3. E.S.B. 41587/69/J.
*2s. **Vibrators.** November 3. E.S.B. 41588/69/J.
*4s. **Telephone Equipment.** November 3. E.S.B. 41589/69/J.
*2s. **Oscillator; Oscillograph.** October 27. E.S.B. 41590/69/J.

THAILAND

Bulletin 194/69
STATE RAILWAY OF THAILAND:
Electrical Accessories. November 3. E.S.B. 41331/69/J.
Pipes and Accessories. October 30. E.S.B. 41375/69/J.
Screws. October 30. E.S.B. 41376/69/J.
Glass. October 29. E.S.B. 41377/69/J.
*2s. **Sand Blast Equipment.** October 29. E.S.B. 41511/69/J.
Battery. October 28. E.S.B. 41529/69/J.
THAILAND TOBACCO MONOPOLY:
*1s. **Cellulose Film.** October 29. E.S.B. 41395/69/J.

Bulletin 195/69
STATE RAILWAY OF THAILAND:
Guillotine Shears, Knives. October 27. E.S.B. 41503/69/J.
Glass. November 3. E.S.B. 41530/69/J.
Steel Bars. October 29. E.S.B. 41391/69/J.
Carbide Tips. October 30. E.S.B. 41330/69/J.

TUNISIA

Bulletin 193/69
SOCIETE NATIONALE D'EXPLOITATION ET DE DISTRIBUTION:
*2s. (In French.) **Water Supply Scheme Construction Works.** January 6, 1970. E.S.B. 41063/69/J.

Bulletin 194/69
*2s. (In French.) **Water Supply Scheme Construction Works.** January 6, 1970. E.S.B. 41064/69/J.

TURKEY

Bulletin 192/69
MECHANICAL AND CHEMICAL INDUSTRIES ASSOCIATION:
*31s. **Rifle Parts Production Plant.** October 31. E.S.B. 40607/69/J.

Bulletin 195/69
LAND FORCES COMMAND:
*12s. **Tyre Moulding Tubes.** October 31. E.S.B. 41548/69/J.

Bulletin 196/69
KARA KUVVETLERI KOMUTANLIGI:
*19s. **Trailer Spare Parts.** November 8. E.S.B. 41602/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 193/69
EGYPTIAN RAILWAYS:
Electric Lamps. November 15. E.S.B. 40742/69/J.

Bulletin 194/69
CAIRO TRANSPORT AUTHORITY:
*21s. **Buses.** October 30. E.S.B. 40735/69/J.

URUGUAY

Bulletin 193/69
ANCAP (STATE OIL AND ALCOHOL MONOPOPY):
*Machine Tools. Closing date postponed to October 30. (Further Information.) E.S.B. 18275/69/J.
*Tape. Closing date postponed to November 4. (Further Information.) E.S.B. 34563/69/J.
*Cutting Plates. Closing date postponed to October 31. (Further Information.) E.S.B. 25604/69/J.

Bulletin 194/69
DIRECION GENERAL DE TELECOMMUNICATIONS:
*5s. (In Spanish.) **Transmitters.** November 6. E.S.B. 41062/69/J.
ANCAP:
21s. (In Spanish.) **Oil Tanker.** January 16, 1970. E.S.B. 41061/69/J.
*9s. (In Spanish.) **Air Compressors and Accessories.** November 12. E.S.B. 41084/69/J.
*8s. (In Spanish.) **Monocalcium Phosphate.** November 11. E.S.B. 41099/69/J.
*8s. (In Spanish.) **Cutting Machine Blades.** November 11. E.S.B. 41100/69/J.

YUGOSLAVIA

Bulletin 193/69
NOVINSKO IZDAVACKO PODUZECE VIESNIK. ZAGREB:
*1s. (Press cutting.) **Printing Apparatus; Fastening Machines; Binding Machines; Cutting Machines.** October 31. E.S.B. 41044/69/J.
LOSINJSKA PLOVIDBA, MEDJUNARODNI TRANSPORT:
*2s. (Press cutting.) **Electronic Information Processing System.** October 31. E.S.B. 41045/69/J.
STANOVANJSKO PODJETJE MARIBOR:
*2s. each. (Press cutting.) **Escalators and Lifts.** October 31. E.S.B. 41047/69/J and 41051/69/J.

Bulletin 194/69
*20s. (Press cutting.) **Escalators; Lifts; Cranes.** October 31. E.S.B. 41046/69/J.
*2s. (Press cutting.) **Passenger and Freight Lifts.** October 31. E.S.B. 41052/69/J.
ZELJPON-IMPORT-EXPORT:
*1s. (Press cutting.) **Accounting Machine.** Closing date not stated. E.S.B. 41042/69/J.
PREDUCEE VARDAR UVOZ-IZVOZ:
*2s. (Press cutting.) **Glass Bottle Production Machinery and Equipment.** Closing date not stated. E.S.B. 41043/69/J.
EMO, EMAJLIRNICA, METALNA INDUSTRIJA ORODJARNA:
*1s. (Press cutting.) **Compressors.** December 17. E.S.B. 41041/69/J.
DALMACIJA CEMENT:
*1s. (Press cutting.) **Concrete Preparation Machinery.** Closing date not known. E.S.B. 41036/69/J.

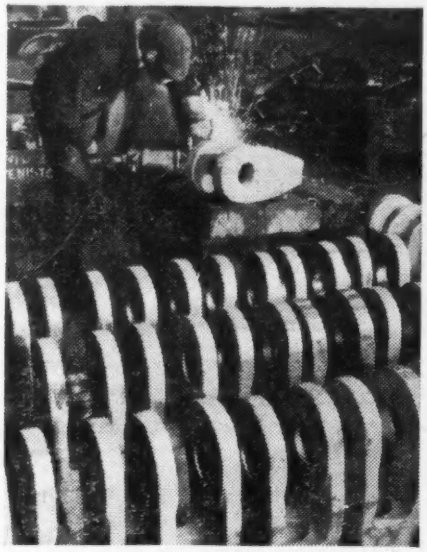
SUMSKO INDUSTRIJSKI KOMBINAT:
*1s. (Press cutting.) **Furniture Manufacturing Equipment and Machinery.** December 18. E.S.B. 41037/69/J.
MASINO-IMPEX:
*1s. (Press cuttings.) **Medical Plastic Production Machinery.** December 18. E.S.B. 41038/69/J.
FERIMPORT, ILICA:
*1s. (Press cutting.) **Radiation Manufacturing Equipment and Machinery.** December 18. E.S.B. 41040/69/J.

Bulletin 195/69
REMONTHO PREDUZZLE KOMPRESSOR:
*1s. (Press cutting.) **Garage Workshop Equipment.** December 15. E.S.B. 41034/69/J.
PREDUZECE TEKIG-INVEST:
*1s. (Press cutting.) **Factory Conveyor Equipment.** December 18. E.S.B. 41035/69/J.
*1s. (Press cutting.) **Sunflower Seed Processing Plant and Equipment.** December 18. E.S.B. 41039/69/J.

ZAMBIA

Bulletin 192/69
CENTRAL SUPPLY AND TENDER BOARD:
*2s. **Glass Fibre Materials.** October 31. E.S.B. 40783/69/J.

Bulletin 195/69
*2s. **Household Linen.** October 31. E.S.B. 41549/69/J.
*2s. **Creosote.** November 7. E.S.B. 41569/69/J.
*2s. **Shirts.** November 7. E.S.B. 41570/69/J.
*2s. **Socks.** November 7. E.S.B. 41571/69/J.



Some of 290 key castings for a major road suspension bridge in Denmark. Completed recently at the Penistone foundry of David Brown Gear Industries Ltd., these rope-socket castings, each weighing 192lb., will form vital components in the mile-long Lillebaelt Road Suspension Bridge linking Jutland with the Island of Funen. The order was placed with David Brown by British Ropes Ltd. of Doncaster, who have contracted to supply 4,000 tons of steel cable for the project. Each socket casting anchors a vertical suspender cable, with a breaking load of 245 tons, to the main cable, with a breaking load of 24,500 tons.

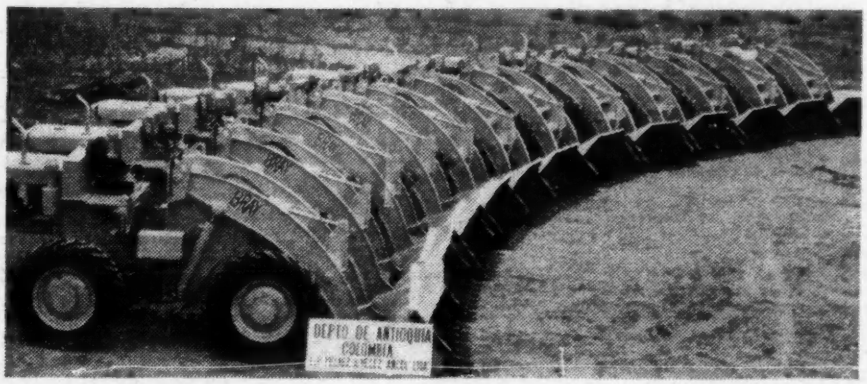
Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies, see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H109, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*



This line-up of 12 loading shovels represents an order worth well over £50,000, received by Bray Construction Equipment Ltd. from Depto. de Antioquia in Colombia. Bray are currently exporting 60 per cent of their production to over 70 overseas markets.

ARGENTINA

Bulletin 193/69
Agency inquiry for china; clocks; crystalware; cutlery; domestic coffee machines; electric juice extractors; glassware; kitchenware; porcelain. E.S.B. 39383/69/J.

AUSTRALIA

Bulletin 194/69
Inquiry for data processing equipment. E.S.B. 40926/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 192/69
Inquiry for cerium standard alloy. E.S.B. S/101/69/J.
Inquiry for tyres. E.S.B. P/9/69/J.
Inquiry for fluorometer. E.S.B. A/68/69/J.
Inquiry for gears; pinions. E.S.B. M/51/69/J.

Bulletin 193/69
2s. Inquiry for paper board. E.S.B. M/49/69/J.
Inquiry for N, N'-Di-Ortho ,tolyl thiourea. E.S.B. M/50/69/J.

Bulletin 194/69
Inquiry for grape disintegrator. E.S.B. S/103/69/J.

Bulletin 195/69
7s. Inquiry for air compressor and power unit. E.S.B. S/102/69/J.

Bulletin 196/69
Inquiry for micro-film copy paper. E.S.B. S/104/69/J.

AUSTRIA

Bulletin 192/69
Inquiry for seamless steel tubes. E.S.B. 35813/69/J.

BELGIUM

Bulletin 195/69
Inquiry for distillation columns; storage tanks. E.S.B. 41222/69/J.

BERLIN

Bulletin 193/69
Inquiry for castors. E.S.B. 40378/69/J.

Bulletin 195/69
Agency inquiry for cocktail dresses. E.S.B. 41281/69/J.

BOLIVIA

Bulletin 194/69
Agency inquiry for chemicals; fertilizers; insecticides; moulding and extrusion compounds; paraffin wax. E.S.B. 38801/69/J.

Bulletin 195/69
Inquiry for mining equipment. E.S.B. 41201/69/J.

BRAZIL

Bulletin 193/69
Inquiry for cement factory plant. E.S.B. 41128/69/J.

CANADA

Bulletin 192/69
4s. Inquiry for bathroom tap components. E.S.B. 30926/69/J.
Inquiry for bus lights. E.S.B. 40876/69/J.
Inquiry for steel sheet. E.S.B. 40548/69/J.
Inquiry for pipe plugs and bushings. E.S.B. 39793/69/J.
Agency inquiry for machine tools. E.S.B. 40577/69/J.
1s. Inquiry for mercury arc tubes. E.S.B. 40573/69/J.

Bulletin 193/69
Inquiry for fun fur coats. E.S.B. 40932/69/J.

Bulletin 194/69
Inquiry for telephone, radio and data/telegraph test equipment. E.S.B. 40933/69/J.

Bulletin 195/69
Inquiry for florists' sundries. E.S.B. 39812/69/J.
Inquiry for sulphuric acid circulating pumps. E.S.B. 41480/69/J.
Inquiry for earthenware jars. E.S.B. 41156/69/J.
Labour dispute at ports in British Columbia. E.S.B. 41174/69/J.

CEYLON

Bulletin 193/69
Manufacture under licence – automobile leaf springs manufacturing equipment and materials. E.S.B. 34992/69/J.

Bulletin 194/69
Joint venture – air conditioners; automobile spares; electric motors; electric light bulbs; fire extinguishers; typewriters. E.S.B. 35247/69/J.
Inquiry for chemicals; dyes. E.S.B. 40714/69/J.

Bulletin 195/69
1s. Inquiry for brass bars and sheet; iron bars; tinplate; zinc sheet. E.S.B. 41161/69/J.

CHILE

Bulletin 195/69
Inquiry for cranes; flame cutting equipment; foundry equipment; machine tools; welding equipment. E.S.B. 40389/69/J.

COLOMBIA

Bulletin 193/69
Inquiry for industrial transmission chains and sprockets. E.S.B. 35775/69/J.

DENMARK

Bulletin 195/69
Agency inquiry for vitrified hotelware. E.S.B. 29643/69/J.
Inquiry for ambulances; portable medical equipment. E.S.B. 35857/69/J.
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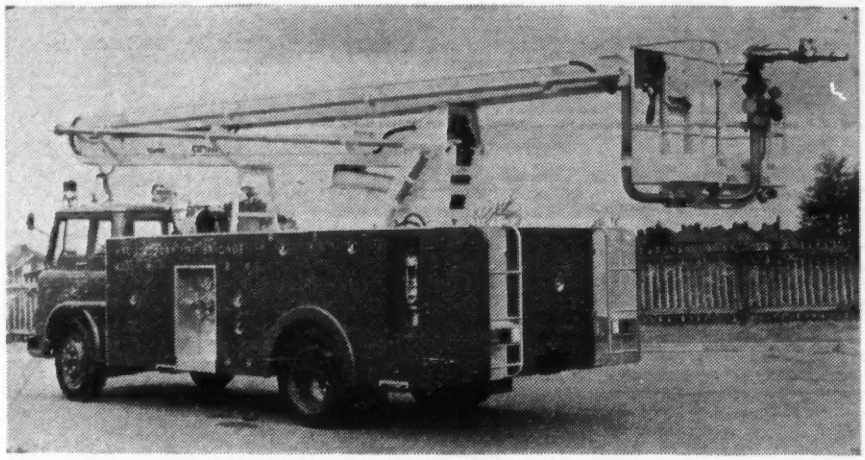

One of eight 50-foot Simon Snorkel firefighting and rescue units ordered by the Republic of South Africa for use by various municipalities. Mounted on a Bedford 133 brake horse power petrol engine chassis, each machine will be equipped with full fire engineering bodywork, including a Coventry Climax UFP 500 gpm fire pump driven from the chassis engine via a power take-off unit. This latest order is in addition to the eight Snorkel units already operating in South Africa.

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in last week's issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Varied activities on tour

MR. BRIAN E. TALBOT, sales director of H. Reeve Angel & Co. Ltd., London, left on September 17 for a round-the-world trip, visiting the company's agents and distributors in Iran, Thailand, Malaysia, Singapore, Philippines and Japan. In Japan, he joined technical sales staff of the company engaged in promoting the sales of 'Whatman' products at the SIMA Exhibition in Tokyo. The final leg of the tour was to the United States for meetings with the company's American subsidiary, to plan future sales developments in the United States and Canada.

Marketing of used computers

MR. CHAD STOLPHER, marketing director of Computer Resale Brokers Ltd., left on October 6 for a two-week market survey of Sydney, Melbourne and possibly other Australian cities; he hopes to establish a computer marketing organization during his visit.

Computer Resale Brokers buy and sell used computers, most of which are obtained in this country. The company – in which Hambros Bank Ltd. has a 40 per cent stake – operate throughout Europe, and it was announced recently that a marketing subsidiary had been formed in South Africa, following a visit there by the company's managing director, Mr. A. Hales.

Visit to Switzerland

MR. IAN LLOYD TYLER, a director of Jackson Associates (Engineering) Ltd., of Linby, Nottingham, recently visited Switzerland to meet potential buyers and explore the market for his company's wall plaques, general art reproduction ornaments and other items of decor.

Three-week visit to United States

MR. CHARLES BUSH, deputy managing director, Newman Industries Ltd., electric motor manufacturers of Yate, Bristol, left recently on a three-week visit to the United States to study and discuss how the company's United Kingdom computer facilities can be used as a 'selling aid' by their American sales subsidiary.

Commenting on the objectives of his trip, which will take in Newman area offices in Atlanta City, Los Angeles and Houston, Mr. Bush said: 'Our computer capacity is helping us in the United Kingdom to manufacture more efficiently and to sell more effectively, but there is no reason why this principle should not apply beyond the shores of Great Britain – distance of communication is no problem these days. Where better to start looking into this idea than in our main export market – the United States. Over there we have a large, widespread selling organization and the whole object of my discussions with our sales people will be to see if the computer section can be of practical help to them in their overall sales operations.'

Surveying market prospects

MR. R. R. A. BULLOCK and Mr. J. Roberts-Powell, general sales manager and overseas sales manager respectively of The Worcester Royal Porcelain Co. Ltd., Worcester, are visiting South Africa, Australia, New Zealand, Japan, Hong Kong, Singapore, Iran, Thailand and Lebanon, engaged on sales promotion and surveying market prospects.

Visiting Middle East

A DELEGATION from Middle East Financial Services Ltd., of London, headed by Sir Kennedy Trevaskis and including Mr. Arnold Hagenbach, Mr. Sabah Kadhim and Mr. Paul Bristol, are visiting Lebanon, Saudi Arabia, Kuwait and the Gulf during October. The company offer management and other financial services to investors in securities, real property and other fields, are prepared to supervise exporting firms' agents, and also aim for British clients to promote marketing and manufacturing projects with local finance.

Testing European strapping market

TWO EXECUTIVES of P. P. Payne Ltd., Nottingham – Mr. O. C. I. Spicer, deputy chairman, and Mr. W. R. Handford, director of packaging – have been testing the market for the firm's industrial strapping in several European countries. During their two weeks' sales trip, beginning on October 8, they called on potential customers in Italy, Switzerland and Germany. They also visited two packaging and printing exhibitions in Milan.

Fact-finding tour of Japan

MR. DAVID L. TOMKINS, marketing services manager of the Plessey Industrial Hydraulics Division at Swindon, flew to Japan recently for a three-week fact-finding tour of the Japanese hydraulics industry.

Mr. Tomkins was one of three British members of a mission sponsored by the British National Export Council, and organized by CETOP, the European hydraulic equipment manufacturers' organization, in conjunction with the United Kingdom Association of Hydraulic Equipment Manufacturers (AHEM) and its Japanese equivalent. It will coincide with the International Fluid Power Exhibition in Tokyo, which the mission will visit, as well as with a British Week in the same city.

INWARD MISSIONS

Buyers from France and Finland

THE British Hosiery and Knitwear Group has organized inward missions of knitwear buyers from France and Finland. Leading French buyers will be in this country from November 11 to 13, while buyers from Finland will be here from November 25 to 27.

A major British Trade Promotion is being mounted in Finland in 1970, culminating in special displays of British merchandise by leading Finnish stores, so the buyers from Finland will be able to examine ranges of merchandise while on their mission here.

Participation in these missions is open to all British manufacturers, but naturally priority will be given to the Export Group's member firms. Further particulars will be supplied to interested companies on application to Mr. A. R. Bicknell, director and secretary of the Group, at 29 Sackville Street, London, W.1.

US Congressional Sub-Committee visits Cumbernauld

THE Congressional Sub-Committee on Urban Affairs visited Cumbernauld on September 16 and 17. The party consisted of: Congressman Richard Bolling and Mrs. Bolling, Congresswoman Martha Griffiths and Mr. Griffiths, Mr. Freckling (staff member) and Mrs. Freckling.

Such favourable reports had reached the Committee from architects and planners who had visited the town that they felt it necessary to alter their UK programme to allow for a two-day visit in Cumbernauld.

OUTWARD MISSIONS

THE British Hotel and Public Building Equipment Group (HOPBEG) is planning a selling mission to the Bahamas and the Caribbean for July 1970. The mission will visit Nassau, Jamaica and Barbados, spending one week in each.

Leader of the mission will be Mr. Peter Weaver, deputy executive director of HOPBEG, who recently spent two months in the Caribbean studying purchasing methods and sources of supply used by hoteliers. He is convinced that a vast potential exists for British manufacturers. HOPBEG already hold detailed information on projected hotel developments, and this will be brought up to date and made available to British manufacturers before the mission goes out. A display of samples and models of British products will be staged in each island during the mission's visit.

Good shipping services and some preferential tariff rates in the Caribbean give British manufacturers an excellent opportunity to be competitive. In the past, however, the cost of travel and the inaccessibility of the islands has limited the number of visits made by British companies. This has led HOPBEG to promote this mission – which will be subsidized through the British National Export Council's Mission Scheme – to offer companies the prospect of meeting buyers in the Caribbean at relatively low cost.

Companies interested in participating should contact Mr. Weaver as soon as possible for details, at 10 Carteret Street, London, S.W.1. Telephone: 01-930 3121.

Proposed mission to Mexico

FOLLOWING a meeting with the British Ambassador to Mexico, Mr. C. P. Hope, at which plans for increasing trade with Mexico were discussed, BNEC-Latin America is arranging a mission to Mexico next month to meet Mexican ministers and businessmen in both the public and private sectors of industry.

Mr. J. Peter Ford, chairman of BNEC-Latin America, will head the mission, which will arrive in Mexico on November 22 or 23 to spend a working week discussing plans to help our exports to that country.

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on these pages.

Additional outlets for gear units

An agreement has been signed between David Brown Industries Ltd. and Norske Electriske Brown Boveri of Norway for the supply of helicon gear units. The Norwegian company will fit motors of their own manufacture to David Brown units and market them as NEBB geared motors.

This co-operation will provide the Huddersfield-based company with important outlets for these metric units through its Norwegian counterpart's extensive marketing network.

Equipment for water wells

English Drilling Equipment Co. Ltd., of Huddersfield, signed a contract in Khartoum, the Democratic Republic of the Sudan, on September 24, for the supply of equipment for water wells, valued at £226,000. Deliveries are to begin in December and completed by next July. The equipment is to be used for the supply of water to rural communities.

Trucks for Australasia

British Leyland's new Lynx/Bison range of medium-weight trucks and prime movers, powered by the new fixed head 500 engine, have a great market potential in Australasia. Recent orders for this territory include 244 units worth nearly £1 million. Contracts call for 78 Lynx two-axle haulage trucks, 50 Lynx two-axle tippers, 61 Bison three-axle haulage trucks, 25 Bison three-axle tippers and 30 Lynx prime movers. Of these, 50 Lynx haulage, 50 Lynx tippers, 25 Bison haulage and 25 Bison tippers are for Australia and the remaining 94 machines for New Zealand.

A consignment of Pop point of purchase sales bins developed by the Volumatic Company of Coventry, being packed prior to despatch to customers in South Africa and the Dominican Republic, for use in supermarkets and multiple retail stationery stores. Since introducing the new bin, invented by Coventry businessman Frank Pegg (right), the company has received inquiries and orders from export territories throughout the world, including many European countries, Australia and South Africa, Brazil and Peru.

Hotel extensions in Trinidad

The Mitchell Construction Co. (Caribbean), working through a subsidiary company, Horsford and Mitchell Construction Ltd., are to build a 180-room extension to the Hilton Hotel at Port of Spain, Trinidad. The EC$4,237,000 contract is for a nine-storey structure based on a reinforced concrete design with flat slabs and sheer walls. Work will begin immediately and the new building is due for completion in November 1970.

Horsford and Mitchell Construction Ltd. are already working on a number of contracts in Trinidad; these include new head offices for the Canadian Imperial Bank of Commerce, a new plant for Dunlop and a shopping centre.

Sales exceed £1 million a year

During the past year conveyor systems and equipment worth more than £1 million have been exported by Dowty Meco Ltd. of Worcester, and this total will be exceeded during the present year, judging by current orders. Major customers have been Canada, Australia, South Africa, Zambia, Spain and Chile, but during the year Dowty Meco have sold conveyor equipment to 23 other countries.

As part of the company's export expansion programme Mr. Hugh Langford Holt, a director of Dowty Meco Ltd. and Dowty Mining Equipment Ltd., will join a Birmingham Chamber of Commerce mission to the Congo, where he will undertake a market survey of the gold, copper and diamond mines in this territory.

Refinery instrumentation for Canada

'VutroniK' process control instruments, launched four months ago by the Industrial Products Group of Honeywell Ltd., have won their way into the Canadian market. A £200,000 order for the supply of the computer-compatible electronic instrumentation to a new refinery in Canada has been awarded to Honeywell by Procon (Great Britain) Ltd. Procon are to construct the refinery at St. Romuald, near Quebec City, for Golden Eagle Canada Ltd., total cost of which is £27 million.

Most of the automation equipment involved will be manufactured at the Uddingston (Lanarkshire) and Hemel Hempstead (Hertfordshire) plants of Honeywell's industrial products and computer divisions.

Sales up, so expansion ahead

Fielding & Platt Ltd., of Gloucester, have completed a successful first year as a member of the Redman Heenan International Group. New orders received over the past 12 months totalled almost £3 million – a 50 per cent increase over orders for the previous year. Most of the new orders have come from countries in each of the major continents. To meet the demand for the company's heavy hydraulic extrusion and other press equipment, the Board of Trade have granted an Industrial Development Certificate and the local authority have granted planning permission for the construction of a heavy machining and erection shop of approximately 15,000 sq. ft. floor area on the company's land.

Orders for distress signals

The South African Navy has ordered 430 'Manoverboard' combined smoke and light lifebuoy marker signals from Pains-Wessex Ltd., of Salisbury, Wilts, while another 138 have been ordered by the Royal Netherlands Navy. Both are repeat orders from these navies.

Biggest order for containers

Crane Fruehauf Trailers Ltd., of Isleworth, Middlesex, have won a $9 million order (claimed to be the biggest single export order for containers placed anywhere in the world) for dry freight containers from Seatrain International SA of Rotterdam. The containers will be used on Seatrain Line's new European service beginning in November this year.

Fluid agitators for Eire

The Aiton-Chemineer fluid agitator division of Aiton & Co. Ltd., Derby (Whessoe Group), have secured a contract to supply 80 fluid agitators at a new £11 million production facility being constructed at Ringaskiddy, Co. Cork, for Pfizer, the chemical and pharmaceutical company. The value of the contract is over £30,000.

£15,635 order to extend ropeway

Ropeways Ltd., of Sevenoaks, Kent, a member of the Glover Group, have received a £15,635 order from Anglo American International (UK) Ltd., to design and part-supply the extension of an aerial ropeway for Beralt Tin and Wolfram at their Panasqueira Mine, Barroca Grande, Cambao, Portugal.

£130,000 order from Italy

Alfa-Romeo have placed a £130,000 contract with Redman Engineering Ltd., of Worcester, for a second bumper machine for the roll and stretch-forming of motor car bumpers from stainless steel.

First order for high-power transmitter

The first order for Plessey's Electronics Group's new 10 kW HF radio transmitter, Type PVT 350, has been placed by the Iraqi Posts, Telegraphs and Telephone Administration. The Group's radio systems division, which manufactures the equipment, anticipates a large overseas market for this entirely new, extremely compact transmitter, which is claimed to provide low operational cost, high reliability and flexibility for system planning.

$70 million project

The Republic of Guinea has awarded a $70 million engineering contract to a new consortium grouping, Westminster Dredging Company of London (part of Bos and Kalis/Westminster Group of Dredging Companies) with Constructions et Entreprises SA of Belgium and the Italian Company Impresa Astaldi Estero.

£300,000 orders from Italy

RIV-SKF – the Italian branch of the internationally known bearing manufacturing organization – has ordered a Birwelco electric induction continuous bar heater. This order is one of several, together valued at nearly £300,000, won in Italy this year by GKN Birwelco Ltd., of Newport, Monmouthshire.

Orders for watchcases, bracelets

Impressive orders in a world market hitherto barely touched by British manufacturers are recorded, after three years' sales drive by Roy King Ltd., of Watford, who specialize in making high quality yellow and white gold watch cases and bracelets to carry them on the wrist. The company also fabricate other jewellery.

After two years' market research by visits overseas, a satisfactory level of trial business of £40,000 was done in 1968/69. Orders in the 1969/70 financial year already stand at £390,000, and final figures for the whole year are firmly estimated at a minimum of £500,000. Judging by trends, much higher figures are forecast for the following year.

£100,000 order from Brazil

Plenty, a division of the SPP Group, has won a £100,000 order for 720 liquid filters, to be installed in a fleet of 24 new ocean-going bulk tenders being built for the Brazilian Government by Dutch and Japanese shipbuilders in Brazil.

£36,000 order for dust filters

Dust Control Equipment Ltd., of Thurmaston, Leicester, have received an order for 12 Dalamatic dust filters from Bayer Leverkusen, one of Europe's largest chemical companies. The filters and associated equipment, worth £36,000, will be installed in Bayer's new factory for plant protection products at Dormagen, near Cologne.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Regulation (CEE) No. 1905/69 postpones the date for applying **Regulation (CEE) No. 441/69** establishing the general complementary rules relative to granting export refunds for products subject to a single price rule, exported in a natural state or in the form of certain goods not covered by Annex II of the Treaty (*Journal Officiel* No. L247 dated October 1, 1969).

Regulation (CEE) No. 1935/69 modifies **Regulation (CEE) No. 1041/67** relating to the methods of application for export refunds for products subject to a single price rule (*Journal Officiel* No. L247 dated October 1, 1969).

Regulation (CEE) No. 1957/69 sets up the complementary methods of application concerning the granting of export refunds for products subject to a single price rule (*Journal Officiel* No. L250 dated October 4, 1969).

Decision No. 69/336/CEE authorizes Germany to take safeguard measures in the agricultural sectors (*Journal Officiel* No. L250 dated October 4, 1969).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 1883/69 determines the amount of the variable elements and the additional duties applicable during the third quarter of 1969 to the import into the Community of processed agricultural goods covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L245 dated September 29, 1969).

SUGAR

Regulation (CEE) No. 1914/69 fixes the basic amount of the import levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L246 dated September 30, 1969).

Regulation (CEE) No. 1929/69 fixes the basic amount of the export refund for syrups and certain other products of the sugar sector, exported in a natural state (*Journal Officiel* No. L247 dated October 1, 1969).

Regulation (CEE) No. 1965/69 concerns a regular adjudication for determining the export refund for white sugar (*Journal Officiel* No. L250 dated October 4, 1969).

Regulation (CEE) No. 1966/69 fixes the basic amount of the import levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L250 dated October 4, 1969).

FRUIT AND VEGETABLES

Regulation (CEE) No. 1906/69 modifies Annex I of **Regulation (CEE) No. 865/68,** which is the basic Regulation establishing a common organization of the market for fruit and vegetables, in so far as it concerns certain products under Tariff Heading No. 20.05 CI (other jams, fruit jellies, marmalades, fruit purée and fruit pastes, being cooked preparations, with a sugar content exceeding 30 per cent by weight) (*Journal Officiel* No. L247 dated October 1, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 1964/69 relates to the reduction of the compensatory amount, applicable in the fats sector to certain French exports to third countries (*Journal Officiel* No. L250 dated October 4, 1969).

PIGMEAT

Regulation (CEE) No. 1956/69 relates to the partial suspension of certain levies fixed in the pigmeat sector (*Journal Officiel* No. L249 dated October 3, 1969).

European coal and steel community

THE *Journal Officiel des Communantes Europeennes* No. L238 dated September 23, 1969, contains the text of Decision No. 69/302/CECA totally suspending, for the period October 1, 1969, to January 31, 1970, the customs duties on imports from third countries for the following iron and steel products:

Common Tariff Heading	Description of Goods
73.06	Puddled bars and pilings; ingots, blocks, lumps and similar forms, of iron or steel.
73.07 A I	Blooms and billets, rolled.
73.07 B I	Slabs and sheet bars (including tinplate bars), rolled.
73.08	Iron or steel coils for re-rolling.
ex 73.10 A II	Concrete reinforcing bars with minor indentations, flanges, grooves or other deformations produced during the rolling process, whether or not twisted after rolling.
73.13 B I a	Other sheets and plates, simply hot-rolled, of a thickness of 3 mm. or more.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Imports from non-member countries into the EEC

THE *Board of Trade Journal* dated August 13, 1969 (page 451) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L243 dated September 26, 1969 contains the text of **Decision No. 69/315/CEE** authorizing France to exclude from Community treatment 'coeurs de palmiers au naturel' (Tariff Heading No. ex 21.07 F) originating in Brazil and freely circulating in the other Member States.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

FRANCE

Custom.3 modifications

THE FRENCH *Journal Officiel* of October 4 published amendments to the French customs tariff in accordance with EEC Regulation No. 1906/69 of September 30, 1969. The following amendments will be in force from October 5, 1969.

Tariff No.	Description	Tariff Rate
20.05	Jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar: A and B. (No change). C. Other: I. With a sugar content exceeding 30% by weight: a—Purees and pastes of plums in immediate containers of more than 100 kg. intended for industrial processing (b) b—Other II and III. No change	 30% 30% (a)

(a) No change.
(b) Admission under this heading is subject to conditions to be stipulated by the competent authorities.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

SPAIN

Opening of global quotas

THE SPANISH global quotas for 1969 were published in the *Board o Trade Journal* dated February 7. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the second half of 1969. Applications should be presented from October 15 to November 15 inclusive.

Quota No.	Goods	Value of licences for which applications are invited
		(Pesetas)
14	Perfumery, toilet and cosmetic preparations	11,000,000
17	Aminoplasts	16,500,000
18	Other condensation, polycondensation and poly addition products	16,500,000
21	Other polymerization and copolymerization products	30,250,000

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

NORWAY

EFTA tariff reduction

FREEZERS FOR NON-DOMESTIC USE (B.N. heading 84.15.400) was among the limited number of items where the Norwegian authorities were permitted to apply the original EFTA timetable for tariff reductions (i.e. complete elimination of tariffs by the end of 1969). This item has now been freed of duty in advance of that date.

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Origin rules for textile goods

IT IS APPARENT from a number of inquiries recently received by the Board of Trade that certain aspects of the EFTA origin rules for textiles are insufficiently understood and, as a result, United Kingdom exporters have been placed in difficulty. This article is intended as a general guide to the principles involved and although a fairly detailed explanation is given of some points, it is not designed as a comprehensive interpretation of these rules.

2. Under the EFTA Convention certain conditions must be fulfilled if goods are to qualify for EFTA tariff treatment. These conditions relate to origin, drawback, consignment and documentation.

The origin criteria

3. Most textile goods must, before they can qualify for EFTA tariff treatment, satisfy one of the two following origin criteria:

(i) they must be 'wholly produced' within the EFTA area;
(ii) they must be produced within the EFTA area in accordance with the appropriate 'qualifying process' described in Schedule II to Annex B to the EFTA Convention.

A very few textile goods are permitted to qualify for EFTA treatment by means of the '50 per cent' criterion.

The 'wholly produced' criterion

4. Textile goods which are made from:

(i) products specified in Rule 2 of Annex B to the EFTA Convention as wholly produced;
(ii) goods on the Basic Materials list in Annex B to the EFTA Convention;
(iii) goods which contain no element imported from outside the EFTA area or of undetermined origin

can qualify as wholly produced. Apart, however, from certain packing material, which may be of non-EFTA origin, and non-EFTA machinery, fuel, etc., which may be used in the production of the goods, any non-EFTA element in the goods will disqualify them under the 'wholly produced' criterion. For example, woollen fabrics woven in the EFTA area from wool yarns, spun in the EFTA area from wool obtained from sheep raised in the area, would not satisfy the 'wholly produced' criterion if they were dyed with non-EFTA dyestuffs. Moreover, they would not qualify for EFTA treatment if they had been processed in any way outside the EFTA area. Similarly, a garment which had otherwise been wholly produced in EFTA would not satisfy the 'wholly produced' criterion if the buttons or a slide fastener had been imported from outside the EFTA area.

5. It will be clear from the examples in the preceding paragraph that 'wholly produced' for EFTA purposes means very much more than merely 'made in the EFTA Area' and that only on rare occasions will a manufacturer of textile goods be able to declare that they are 'wholly produced'in EFTA. Because of the difficulty of satisfying this criterion, exporters of textile goods are, in all normal circumstances, recommended to cite the 'qualifying process' criterion in their EFTA declarations or certificates, even in cases where goods do in fact satisfy the requirements of the 'wholly produced' criterion. The advisability of doing so can best be illustrated by an example. A garment manufacturer buys plastic buttons from a button manufacturer who makes them from material which has been wholly produced in EFTA. If, however, a supplier of the material from which the buttons are made changes his source of supply from EFTA to non-EFTA, a wholly produced declaration given by the garment manufacturer would be invalid for any garment which incorporated plastic buttons made from the non-EFTA material. A qualifying process declaration would, however, be unaffected by the use of plastic buttons made from non-EFTA materials.

The 'qualifying process' criterion

6. In any explanation of the 'qualifying process' criterion, there will be references to the Brussels Nomenclature (BN). The BN is an internationally agreed system for the classification of goods in Customs tariffs; it has been adopted by all the EFTA countries except the Faroe Islands. The BN is divided into Chapters which are subdivided into Headings. A product's BN classification consists of the Chapter number followed by the Heading number. For example, 43.03 is the BN reference for goods in the third Heading in Chapter 43. Where a BN reference in the lists or qualifying processes is preceded by 'ex' this means simply that the particular description of goods does not comprise the whole of the goods contained in the Chapter or Heading covered by that BN reference.

7. The EFTA qualifying processes are listed in Schedules I and II to Annex B to the EFTA Convention. Most textile goods are in Schedule II which lists processes with no alternative 50 per cent criterion. Categories or groups are listed in the order of the BN and against each 'Finished product' item is a description of the 'Qualifying process' which, if performed wholly in the EFTA area, enables the finished product to qualify as of EFTA origin.

8. In many cases, a 'two process' rule is applied in the qualifying processes for textiles. Thus, for yarns to qualify, the preparation of the fibres and spinning must be carried out in the EFTA area; for fabrics, spinning of the yarn and weaving; and for garments, weaving of the fabric and making up.

9. The processes for textiles appear at first sight to be quite complicated. This is because many textile products are mixtures of textile fibres (wool, cotton, man-made fibres, etc.); the qualifying process must therefore specify the starting materials for each of the component fibres. The processes must also cover the slide fasteners, dyes and other non-textile items.

10. Some representative qualifying processes are set out in the following examples, together with comments on the processes. If the finished goods are to qualify as of EFTA origin, all manufacturing processes subsequent to the starting materials specified must be carried out in the EFTA area. If manufacture in EFTA starts at an earlier stage, the goods will still qualify. Where, for example, yarns are stated to be the starting material, it is, of course, acceptable if the actual starting materials used are fibres.

Example 1

Finished product	Qualifying process to be performed within the area
*55.05 Cotton yarn, not put up for retail sale.	†Manufacture from natural fibres, not spun or thrown, and, in the case of fibres falling in Chapter 53 or 55, not carded or combed; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from materials not falling in Chapters 50 to 62.

(The significance of the mark * against a Finished product description is explained in paragraph 11 and of the mark † against a 'qualifying process' in paragraph 15.)

The principal fibre, cotton, must be both prepared for spinning and spun into yarn, thus satisfying the 'two process' rule.

The other starting materials are:

Wool and other similar hair Waste of man-made fibres Waste of cotton, wool and other animal hair.	Fibres before they are prepared for spinning.
Other natural fibres. Waste of other natural fibres	Fibres prepared for spinning.
Synthetic discontinuous man-made fibres and synthetic continuous filament tow (see para. 15).	Fibres before they are prepared for spinning or tow.
Synthetic continuous and artificial man-made fibres.	Materials which are not textiles, i.e. which are outside Chapters 50 to 62.

Example 2

*55.09 Other woven fabrics of cotton.	Manufacture from natural fibres, not spun or thrown; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from fibres of the kind defined in Note 1 (a) to Chapter 51 (discontinuous fibres ex 56.01 or tow ex 56.02); or from materials not falling in Chapters 50 to 62.

All the fibres used must undergo at least two processes in the EFTA area. The various starting materials are:

Waste of cotton, wool and other animal hair Waste of man-made fibres.	Fibres before they are prepared for spinning.
Natural fibres Waste of other natural fibres.	Fibres prepared for spinning.
Synthetic discontinuous man-made fibres and Synthetic continuous filament tow.	Fibres before they are prepared for spinning, or tow.
Synthetic continuous and artificial man-made fibres.	Materials which are not themselves textiles, i.e. outside Chapters 50 to 62.

Example 3

§ex 60.05	Outer garments and other articles, complete and ready for wear or use, other than blankets.	Manufacture from fibres or yarns (ex Chapters 50 to 59) or from materials not falling in Chapters 50 to 62.

(The significance of the mark § against a Finished product description is explained in paragraph 16.)

This process covers articles which are ready for use and which have been either knitted in one piece or made up from knitted fabric. In all cases, the starting materials for the textile content of the articles are yarns.

Example 4

ex 56.07	Woven fabrics of man-made fibres (discontinuous or waste), printed or flocked.	Manufacture from fibres or yarns (ex Chapters 50 to 59) or from materials not falling in Chapters 50 to 62.

In this process, the operation of printing or flocking forms one of the two processes on which many of the textile qualifying processes are based. The starting materials are yarns. Printed or flocked fabrics made from certain other fibres cannot, however, qualify in this way.

Example 5

§ex 61.02	Women's, girls' and infants' outer garments of the following kinds, complete and ready for wear: dresses, skirts, jackets, trousers (other than trousers of which the fabric is of a kind falling in 55.08 or 55.09), costumes (consisting of jacket and skirt or jacket and trousers) and overcoats.	Manufacture from fibres or yarns or (except in the case of lining) from fabric (ex Chapters 50 to 59), provided that the value of any fabric (not being lining, trimmings or accessories) which has not been manufactured from the stage of fibres or yarns in the Area is less than 45% of the export price of the finished product; or from materials not falling in Chapters 50 to 62.

This process, and a similarly worded one covering all men's and boys' outer garments, allows non-Area fabric as a starting material provided the value of such fabric is *less* than 45 per cent of the export price of the finished garment. This is, therefore, an exception to the general 'two process' rule in that only one process, making up, is required. It should however be noted that the concession applies only to garments which are complete and ready for wear. It does not apply to any lining fabric used, and linings must therefore be produced in the EFTA area at least from the yarn stage; nor does it apply to women's trousers, made of all types of cotton fabric except cotton gauze, for which the starting materials are also yarns.

Example 6

*§62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles.	Manufacture from natural fibres, not spun or thrown; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from fibres of the kind defined in Note 1 (a) to Chapter 51 (discontinuous fibres ex 56.01 or tow ex 56.02); or from materials not falling in Chapters 50 to 62.

For relatively simple made-up goods, the qualifying process is the same as that for normal types of fabric. This is explained in Example 2 above. Similar processes apply to unfinished garments and shaped fabric for the production of garments.

Example 7

*58.02	Other carpets, carpeting, rugs, mats and matting, and 'Kelem', 'Schumacks' and 'Karamanie' rugs and the like (made up or not).	Manufacture from natural fibres, not spun or thrown; or from waste of man-made fibres falling in 56.03 or waste of natural fibres; or from fibres of the kind defined in Note 1 (a) to Chapter 51 (discontinuous fibres ex 56.01 or tow ex 56.02); or from coir yarn (ex 57.07); or from materials not falling in Chapters 50 to 62.

All the fibres used, except coir, must undergo two processes in the EFTA area. The various starting materials are:

Waste of cotton, wool and other animal hair Waste of man-made fibres. Natural fibres, except coir Waste of other natural fibres.	Fibres before they are prepared for spinning. Fibres prepared for spinning.
Synthetic discontinuous man-made fibres and synthetic continuous filament tow (see paragraph 15).	Fibres before they are prepared for spinning or tow.
Coir.	Yarn.
Synthetic continuous and artificial man-made fibres.	Materials which are not themselves textiles, i.e. outside Chapters 50 to 62.

Introductory Note 5

11. The symbol * against the description of a Finished product in the list of qualifying processes refers to Introductory Note 5 to Schedule II to Annex B. This Note is worded as follows:

> 5. In the case of a product which is denoted by * and which contains two or more textile materials, a total amount of such material or materials (other than the material predominating by weight) not exceeding 20 per cent by weight of all the textile materials in the product need not have been manufactured in the Area from the starting point specified in the relative process, but may have been introduced into the process at any stage. For the purpose of this provision, each of the following shall be regarded as a single textile material:
>
> (a) silk and waste silk;
> (b) man-made fibres (continuous) of the kind defined in Note 1 (a) to Chapter 51 of the Brussels Nomenclature;
> (c) man-made fibres (continuous) of the kind defined in Note 1 (b) to Chapter 51 of the Brussels Nomenclature;
> (d) man-made fibres (discontinuous) of the kind defined in Note 1 (a) to Chapter 51 of the Brussels Nomenclature;
> (e) man-made fibres (discontinuous) of the kind defined in Note 1 (b) to Chapter 51 of the Brussels Nomenclature;
> (f) metallized textiles;
> (g) wool;
> (h) other animal hair;
> (i) flax and ramie;
> (j) cotton;
> (k) other vegetable fibres.

Note 5 was amended with effect from October 1, 1969, to distinguish between synthetic fibres ((b) and (d) above) and artificial fibres ((c) and (e) above) and will provide a greater tolerance for certain textile goods which are not wholly manufactured in EFTA from the starting materials specified in the qualifying process.

12. The operation of this Notice can best be illustrated by examples. In the first, a carpet in Brussels Nomenclature heading 58.02 is made from:

56 per cent wool yarn wholly produced in EFTA
14 per cent jute fabric imported from a non-EFTA country
30 per cent non-textile backing material

The qualifying process stipulates that the carpets of heading 58.02 must be produced from fibres (except in the case of coir yarn) and this requirement is met in the case of the wool but not in the case of the jute. However, by taking advantage of Note 5 the carpet will qualify. The conditions which must be satisfied are that:

(i) the carpet contains more than one textile material
(ii) the jute does not predominate by weight
(iii) the jute content does not exceed 20 per cent by weight of the textile materials in the carpet.

This example also brings out plainly the fact that Note 5 is concerned only with the textile materials in a product. The textile content of the carpet is 70 per cent and it is this figure which must be compared with the 14 per cent jute content. It will be clear that a change in the percentage of jute to 15 with a corresponding decrease in the wool content to 55 per cent would raise the non-EFTA content to over 20 per cent, and the carpet would not then be entitled to receive EFTA tariff treatment.

13. In the second example, a continuous man-made fibre fabric in heading 51.04 contains:

95 per cent continuous nylon yarn manufactured in the EFTA area from materials in Chapter 39
5 per cent continuous polyester yarn imported from a non-EFTA country

Note 5 cannot apply in this case as the two yarns are regarded, according to the definition in the Note, as a single textile material (category (b) in paragraph 11 above). The fabric does not, therefore, qualify for EFTA treatment.

14. In the third example, a tablecloth in heading 62.02 is made from:

40 per cent cotton yarn, spun in the EFTA area from cotton fibres
35 per cent discontinuous rayon yarn, made in the EFTA area from wood pulp
15 per cent discontinuous acrylic yarn, imported from a non-EFTA country
10 per cent metallized continuous polyester yarn, wholly produced in EFTA

(*Continued on next page*)

EUROPEAN FREE TRADE ASSOCIATION, *continued*

Before October 1, 1969, Note 5 could not have applied in this case as discontinuous man-made fibre predominates by weight. Now, however, the rayon yarn is included in category (e) and the acrylic yarn in category (d) so that the tablecloth will qualify for EFTA treatment.

Introductory Note 6

15. This Note is worded as follows:

> 6. For a period ending on December 31, 1965, the qualifying processes denoted by † shall be varied to include manufacture also from fibres of the kind defined in Note 1 (a) to Chapter 51 (discontinuous fibres ex 56.01 or tow ex 56.02). These alternative qualifying processes will be extended beyond December 31, 1965 unless the Member States decide otherwise.

It extends the list of starting materials in certain qualifying processes (marked † at the beginning of the qualifying process) by including fibres of the kind defined in Note 1 (a) to Chapter 51 (see paragraph 17 below) in the form of discontinuous fibres falling in 56.01 or tow in 56.02. The terminal date in the Note no longer applies since the concession has been extended until such time as Member States may decide otherwise.

Trimmings and accessories

16. The symbol § signifies that any trimmings and accessories (but not lining) need not have been manufactured in the EFTA area from the starting points specified but may have been introduced into the process at any stage.

Note 1 (a) to Chapter 51

17. The man-made fibres covered by Note 1 (a) to BN Chapter 51 are those produced by polymerization or condensation of organic monomers. They include (this is not a comprehensive list) polyamides, polyesters, polyurethanes and polyvinyl derivatives.

'Drawback'

18. The EFTA 'no drawback' rule means that refund or remission of any import duties in the country where the finished product is made must not be claimed for any imported materials or components incorporated in that finished product, on its exportation to another EFTA country with a claim for EFTA tariff treatment. This does not mean that drawback may never be claimed on the exportation of EFTA goods to EFTA countries; but if it *is* claimed, the importing EFTA country is entitled to refuse EFTA tariff treatment and charge the full rate of duty on the goods; and the exporter cannot properly issue an EFTA declaration or certificate covering the goods in order to obtain EFTA tariff treatment for them. Exporters should therefore consider carefully whether it will be more beneficial for them in each case to claim drawback and forego EFTA tariff treatment, or to claim EFTA tariff treatment and forego drawback; they may not claim both.

(The 'no drawback' rule does not however apply to 'Consignments of small value' which are defined, for the purposes of EFTA exports from the United Kingdom, as consignments of a f.o.b. export value not exceeding £30.)

CONSIGNMENT

19. In order to qualify for EFTA tariff treatment, goods must be consigned from one EFTA country to another. They may pass in transit through a non-EFTA country, but if they are exported from an EFTA country to a non-EFTA country, and subsequently sent on to an EFTA country, they are not eligible for EFTA tariff treatment in the latter country. There are, however, two exceptions to this general rule whereby (subject to certain conditions), EFTA tariff treatment may be granted to EFTA goods consigned from either an exhibition or a customs warehouse in a non-EFTA country.

DOCUMENTATION

20. Before they will allow goods for EFTA tariff treatment, the customs authority in the importing country will ask for an EFTA declaration or certificate. Declarations are completed by the producer and exporter of the goods; they do not need to be countersigned or authenticated by any outside body. Certificates are issued by those Chambers of Commerce who have been authorized to issue EFTA certificates.

21. The exporter is responsible for supplying evidence of EFTA entitlement to his customer for presentation to the customs authority in the importing country and he may choose whether to use a declaration or certificate. But it is the producer of the goods (who may or may not be the exporter) who is required to declare that they satisfy the EFTA origin criteria.

22. In their own interests traders, whether producers or exporters, should always ensure before they sign any statements about the EFTA origin of goods, that the statements are accurate and that they hold from their suppliers any evidence that may be necessary to support their own claim. The Convention provides that the authorities of importing EFTA countries may request the authorities in exporting EFTA countries to verify the accuracy of documentary evidence of EFTA entitlement and to take appropriate action against persons who are found to have issued untrue EFTA declarations or certificates. Traders who deal in EFTA goods should be ready to answer inquiries from HM Customs and Excise who carry out these inquiries in the United Kingdom, about the goods they deal in, and should therefore maintain records and supporting documentary evidence of origin from their suppliers of bought-in goods and materials, to enable their claims to be readily verified.

What form to use

23. The EFTA declarations and certificates must be provided on various standard forms or by the approved texts, where declarations are made, on the commercial invoice for the goods, which have been agreed by the EFTA countries. When the exporter is also the producer he may make a declaration of origin either on an EFTA Form 1 or, using a prescribed text, on his normal commercial invoice. There are a number of invoice declarations known, for ease of reference, as Declarations 1 a (A), 1 a (B), 1 a (C) and 1 b respectively, but it must be stressed that these may be used *only* when the exporter is also the producer of the exported goods. Which invoice declaration is used will depend on whether the goods have been wholly produced within EFTA [Declaration 1 a (A)], satisfy a qualifying process [Declaration 1 a (b)], meet the percentage criterion [Declaration 1 a (C)] or whether different articles on the invoice qualify under different criteria of origin [Declaration 1 b]. The decision whether to complete copies of Form 1 or to stamp or incorporate in some other way an EFTA Declaration on the invoice will be influenced by the frequency with which goods are consigned to EFTA countries. A large number of consignments will make it worth while to print the Declaration on the invoice to reduce the amount of form-filling.

24. When the exporter is not the producer of the goods, he can choose between a declaration on Form 2 or a certificate. If Form 2 is used the producer is required to complete Part I of it and the exporter then completes Part II. The exporter will find a certificate of origin useful if for any reason he does not wish to disclose details of the producer to his customer, or if he is exporting goods from a number of different producers.

25. Form 3 is a certificate of origin and may only be obtained from one of the Chambers of Commerce which have been authorized to issue EFTA certificates. Before they can issue a certificate the Chamber of Commerce is required, under the rules of the EFTA Convention, to obtain a declaration of EFTA origin from the last producer and to satisfy themselves that the goods qualify under the EFTA origin rules.

26. The declarations and certificates mentioned in the three preceding paragraphs are those in most frequent use. There are, in addition, the Supplementary Declaration for Re-exports, and a certificate, Form 4, for re-exported goods, that is, goods which are imported and exported again without any further manufacturing process being carried out. There are also two special invoice declarations for use when certain spare parts are exported, and a special short form of invoice declaration which may be used when exporting consignments of small value – that is to say consignments of a f.o.b. export value not exceeding £30. Finally, there is a Continuation Sheet which is used when the main form contains insufficient space.

Where to get the EFTA forms

27. Copies of Forms 1, 2, the Supplementary Declaration for Re-exports and the Continuation Sheet may be purchased from HMSO. They are also available from certain commercial printers and stationers, some of whom also print invoice forms incorporating the approved texts of the EFTA invoice declarations. EFTA Forms 3 and 4 are available from the Chambers of Commerce authorized to issue these forms. A list of these Chambers of Commerce will be found on page 719 of Volume 197, No. 3783, of the *Board of Trade Journal* published on September 17, 1969.

FURTHER INFORMATION

28. Any exporter needing more detailed information on this subject is invited to get in touch with the Commercial Relations and Exports Department of the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2301/02).

IRISH REPUBLIC

Road Traffic Act regulations

THE MINISTER for Local Government in the Irish Republic proposes to make regulations under sections 5 and 11 of the Road Traffic Act, 1961, the effect of which will be:

(1) to make it obligatory on and after January 1, 1970, to display markings made of reflex-reflecting and fluorescent material to the rears and sides of large vehicles and combinations of vehicles, and

(2) to make it obligatory as from stated dates to fit safety belts in the front seats of certain categories of vehicles:
   (a) as from July 1, 1970, in private cars, station wagons and light goods vehicles (not exceeding 30 cwt unladen), first registered on or after that date;
   (b) as from July 1, 1971, in private cars and station wagons first registered from July 1, 1965 to June 30, 1970 inclusive only such vehicles are required by law at present to have safety belt anchorage points;

(3) to require that private cars, station wagons and light goods vehicles first registered on or after July 1, 1970, will be equipped with safety belt anchorage points complying with an amended standard and to be marked with the relevant standard number.

Information about the specifications proposed for markings, safety belts and their anchorage points and the definition of the classes of vehicles to which the proposed regulations will apply is available from the Department of Local Government on request.

The Minister invites comments from interested persons. These comments should be sent to the Department of Local Government, Road Traffic (Vehicle Fitness) Section, O'Connell Bridge House, Dublin 2, not later than October 31, 1969.

SUDAN

Franking of import licences and registration forms

THE BANK OF SUDAN issued a notice to Authorized Dealers on September 23, 1969, to the effect that as from October 1, 1969, all import licences and registration forms for imports should be submitted to the Exchange Control, Bank of Sudan, for franking.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

LIBYA

Payments for imports

UNDER DECISION No. 5 of September 13, all commercial banks operating in the Libyan Arab Republic are granted authority for the transfer of currency in connection with commercial deals contracted before September 11, 1969, provided that the transfer is made in favour of the country from which the goods are imported.

Permission from the Bank of Libya must be obtained for other transfer payments, except for those in respect of imports of the following essential items, for which Letters of Credit may be opened by the bank concerned:

Corn and cornflour
Semolina
Wheat
Rice and riceflour
Livestock
Chicken and meat
Tinned tomatoes
Milk and milk products
Tea
Coffee, other than tinned, roasted and essence of coffee
Spices
Olive oil and animal fat
Medicines, medical preparations and scientific and medical materials
Fodder
Chemical fertilizers specified by the Ministry of Agriculture
Insecticides of all types
Ready-made clothing and textiles
Shoes
Baby foods
Stationery
Spare parts
Raw materials for local industry
Fuels

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420-475).

ISRAEL

Import liberalization (1)

THE FOLLOWING additions have been made to the Israeli list of commodities for which import licences are issued without restriction.:

Tariff No.	Description of goods	Rate of duty
09.03.9900	Vegetables provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption	45% of c.i.f. value
20.01.400 / 20.01.9900	Vegetables and fruit preserved or prepared in vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard – including tomatoes but excluding olives, cabbages, cucumber or mangoes	45% tff c.i.f. value
20.02.9900	Vegetables prepared or preserved otherwise than by vinegar or acetic acid (excluding olives, cucumbers, sauerkraut, tomatoes, including in juice or in puree, peas)	45% of c.i.f. value

Regulations for the labelling and packing of these items have been issued.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Import liberalization (2)

THE FOLLOWING additions have been made to the Israeli list of commodities for which import licences are issued without restriction. These goods were liberalized with effect from September 4, 1969.

Tariff No.	Description of goods	Duty	Purchase tax
20.06.3000	Roasted groundnuts	65%	Exempt
20.06.4000 / 20.06.9900	Fruit puree and fruit in sugar syrup	Of peaches 60% / Other 45%	Exempt
21.02.1000	Instant coffee	15% + 12·11 per kilo	Exempt
33.05 / 33.06	Perfumery, cosmetics and toilet preparations. See Annex	See Annex	Varies from 30% to 40%
73.10.1019 / 73.10.1090	Bar and rods of low carbon steel	30% + 12.0.07 per kilo	15% (As from January 1, 1970: 15% + 12.23.50 per ton
87.09.3000	Cycles fitted with an auxiliary motor	80% but not less than 12.450 each	Varies from 10% to 25%

Annex:

Tariff No.	Description of goods	Import duty
33.05	Aqueous distillates and aqueous solutions of essential oils, including such products as are suitable for medicinal uses:	
-1000	In packings up to 30 c.c.	150% but not less than IL.0·70 per each c.c.
-9900	Other	150% but not less than IL.40·00 per kg. including inner container
33.06	Perfumery cosmetic and toilet preparations of the following types:	
-1000	Cosmetic pencils and refills of all kinds but excluding lipsticks:	
-1010	The pencils	75% but not less than IL. 2·50 each
-1010	The refills	80%
-1500	For make-up of eyes and face, n.e.s.:	
-1510	Lipsticks	150% but not less than IL. 2·00 each
-1590	Other	
-1591	In packings of a kind that are sold in retail	150% but not less than IL. 2·50 each
-1599	Other	150% but not less than IL. 30·00 per kilo (including inner containers)
-6000	For hair care:	
-6010	For aerosol spraying	150% but not less IL. 15·00 per kilo (including inner container)
-6090	Other	150% but not less than IL. 3·00 per kg. (including inner container)
-6500	Nail polish	150% but not less than IL. 2·00 per bottle
-7000	Perfumes and toilet waters excluding those used for pre shaving and after shaving:	
-7010	In packings of a capacity up to 30 c.c.	150% but not less than IL. 0·70 per c.c.
-7090	Other	150% but not less than IL. 40·00 per kilo (including inner container)
-9900	Other	150% but not less than IL. 30·00 per kilo (including inner container)

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

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REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE SOUTH AFRICAN *Government Gazette* No. 2526 of September 26, contained Government Notices as follows:

R3412: Specific provision, free of duty, is made for unprinted vinylidene chloride polymers and copolymers in plates, sheets, strip, film and foil, of a thickness not exceeding 0.002 in.

R3420: The provision for a rebate of duty on dropforged steel blanks, for the manufacture of certain hand tools, is withdrawn.

R3413: (1) The duty on prepared sewing yarn of synthetic fibres (continuous and discontinuous) whether or not put up for retail sale, is increased from 10 per cent (General) and 5 per cent (MFN) to 25 per cent.

(2) Specific provision, at a rate of duty of 20 per cent, is made for core yarn of synthetic fibres (continuous) not exceeding 250 denier.

R3414: The duty on scarves, mufflers and stoles, knitted or crocheted, is increased from 20 per cent to 25 per cent or 10c each.

R3416: The duty on pistons, rod guides and valve bodies, for shock absorbers, of unmachined cast metal, is increased from 10 per cent to 20 per cent.

R3415: The duty on certain hand tools is increased from 3 per cent (General) and free (Preferential) to 23 per cent (General) and 20 per cent (Preferential).

R3417: (1) The provision for an ordinary anti-dumping on lamp holders (without switches) with bayonet cap, of brass, if imported from or originating in France, is extended to cover lamp holders of all base metals if imported from or originating in France and Italy.

(2) Provision is made for an ordinary anti-dumping duty on fluorescent lamps (excluding those with a nominal current consumption of 1,500 milliamperes, cold cathode type with a length of 69 in. or more and with a diameter not exceeding 1 in. and non-linear type) if imported from or originating in Japan.

R3418: Provision is made for a rebate of the full duty on seamless tubes of polyester resins and vinylidene chloride polymers and copolymers, unprinted, for the manufacture of printed food and sausage casings.

B3419: The provision for a rebate of duty on steering wheels for motor cars is withdrawn.

R3419: (1) The provision for a rebate of duty on prepared sewing yarn of man-made fibres (continuous), for the manufacture of harness, saddlery, travel goods and similar goods (including belts), camping and allied goods and for use in the printing, publishing and bookbinding industry, are withdrawn.

(2) The provision for a rebate of duty on core yarn of polyester fibres, not exceeding 250 denier and yarn of polyester or polyamide fibres (continuous) with a tenacity of 6 grm. per denier or more, for the manufacture of sewing thread, is withdrawn.

(3) Provision is made for a rebate of the full duty on single yarn of polyester or polyamide fibres (continuous), with a tenacity of 6 grm. per denier or more, for the manufacture of sewing thread.

R3422: The provision for a rebate of duty on rod guides, valve bodies and other components of sintered iron and on pistons for the manufacture of shock absorbers, is withdrawn.

Inquiries about these notices may be addressed to the Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

DEMOCRATIC REPUBLIC OF THE CONGO (KINSHASA)

Proposed Congolese Investment Bank

THE *Board of Trade Journal* of September 17, 1969 (page 789) announced that a new Investment Code had recently been published in the Democratic Republic of the Congo (Kinshasa).

It has now been reported that the Congolese Governmentt have announced their intention to establish a Congolese Investment Bank (Societe Congolaise de Financement du Developpement). The new bank which is to be incorporated at the beginning of 1970 will be constituted as a limited liability company with an initial capital of 2 million Zaires (approximately £1.67 million). This capital would be contributed approximately as follows: 30 per cent Congolese private sector, 25 per cent foreign private sector, 20 per cent International Finance Corporation, 10 per cent Congolese National Bank, 15 per cent Congolese Government. For the first

few years the bank's director would be a foreign expert with particular experience in investment finance. He would be supported by other specialists who would be recruited with help of the World Bank. The bank would aim to interest itself in the widest possible range of investments. Participation in enterprises would be through the purchase of shares and the grant of medium and long term loans. It would also give technical aid and advice to its clients in the planning of development projects.

Inquiries about this notice should be made to Commercial Relations and Exports Department, Board of Trade, Room 348, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

SINGAPORE

Import of pharmaceuticals and hemicals

SINGAPORE IMPORT and Export Notice No. 17/69 issued by the Singapore Controller and Registrar of Imports and Exports has recently been received by the Board of Trade. It states that the import into Singapore of the goods mentioned below will require the endorsement of the Director of Medical Services, Ministry of Health, Singapore:

Tariff Code No.	Description	Unit of quantity
512 279	Phenols and phenol-alcohols, other than thymol	Cwt.
512 860	Sulphonamides not prepared for immediate administration	Value
513 240	Arsenic, selenium	Cwt.
513 310	Hydrochloric acid	Ton
513 330	Sulphur acid and oleum	Ton
513 340	Nitric acid	Ton
513 620	Caustic soda (sodium hydroxide)	Cwt.
513 630	Caustic potash (potassium hydroxide) and peroxides of sodium or potassium	Cwt.
513 640	Barium	Cwt.
514 405	Sodium arsenite (liquid)	Gallon
514 412	Cyanides and complex cyanides	Cwt.
521 402	Creosote oil	Gallon
541 100	Vitamins and provitamins, natural or produced by synthesis and derivatives thereof used primarily as vitamins, and concentrates and inter-mixtures thereof, whether or not in any solvent	Value
541 300	Antibiotics	Value
541 401	Cocaine	Oz.
541 402	Quinine, its salts and derivatives	Oz.
541 403	Alkaloids of opium and their derivatives	Oz.
541 409	Other vegetable alkaloids, natural or reproduced by synthesis, and their derivatives, including caffeine, emetine, hyoscine and nicotine	Oz.
541 500	Hormones, except plant hormones, natural or reproduced by synthesis	Value
541 610	Glycosides, natural or reproduced by synthesis, and their derivatives	Value
541 620	Organo-therapeutic glands or other organs, dried, whether or not powdered and extracts thereof or of their secretions and other animal substances prepared for therapeutic or prophylactic uses not elsewhere specified or included	Value
541 630	Antisera, microbial vaccines and toxins, microbial cultures, including ferments and moulds but not yeast, and similar products	Value
	Medicaments, other than veterinary medicaments:	
541 700-1	excluded from duty by the Comptroller of Customs and Excise	Value
541 700-2	other than those falling within item 541 700-1	Value
541 709	Medicaments, solely for veterinary use	Value
541 912	Medicated wadding, adhesive bandages and similar articles (including dressings, adhesive plasters and poultices) impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes not falling within the preceding or following items	Value
541 990	Pharmaceutical goods not elsewhere specified, including sterile suture materials, sterile laminaria and tents thereof, sterile absorbable haemostatics, opacifying preparations for X-ray examination, diagnostic re-agents, dental cements and fillings and first-aid boxes and kits	Value
	Insecticides, fungicides, pest killers and pest repellents, including insects repellents as under:	
599 211	liquid	Gallon
599 212	mosquito coils	Cwt.
599 213-9	other than liquid, except mosquito coils, and naphthalene and camphor put up as insecticides	Cwt.
	Disinfectants, not having the character of medicaments as under:	
599 211	liquid in packs of not less than 5 lb.	Gallon
599 222	liquid, in packs less than 5 lb.	Gallon
599 223	other than liquid, in packs not less than 5 lb.	Cwt.
599 224	other than liquid, in packs less than 5 lb.	Cwt.
	Weed-killers, not elsewhere specified including hormonetype as under:	
599 231	liquid	Gallon
599 232	other than liquid	Cwt.
	Wood preservatives, being preparations other than surface coatings containing insecticides or fungicides as under:	
599 241	liquid for application by impregnation	Gallon
599 242	liquid, not for application by impregnation	Gallon
599 243	other than liquid, for application by impregnation	Cwt.
599 244	other than liquid, not for application by impregnation	Cwt.
599 651	Wood tar, wood tar oils (other than composite solvents and thinners) and wood creosote	Gallon
599 740	Prepared glazings, dressing and mordants of a kind used in the textile, paper, leather or like industries	Cwt.
599 750	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils	Cwt.
599 780	Preparations and charges for fire-extinguishers and charged fire-extinguishing grenades	Value
599 999	Chemical products and preparations of the chemical or allied industries, not elsewhere specified or included and residual products of the chemical or allied industries, not elsewhere specified or included	Cwt.
291 980	Cantharides	Lb.

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

SINGAPORE, *continued on next page*

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SINGAPORE, *continued*

Control of Manufacture Ordinance

THE SINGAPORE *Government Gazette* dated September 26, 1969, publishes the Control of Manufacture (No. 6) Order, 1969, which amends the First Schedule to the Control of Manufacture Ordinance, 1959 (published in the *Board of Trade Journal* of May 22, 1959, page 1277) by substituting for:

(lxxxv) Joss paper

the following:

(lxxxv) Rubber tubes for motor vehicles and bicycles.

This Ordinance requires intending manufacturers of the scheduled items to register.

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentive (Relief from Income Tax) Act, 1967:

Industries	Products
Electrical supplies	Carbon electrodes

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance, Singapore, before November 3, 1969 of his objections and of the grounds on which they are based.

MALAYSIA

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has declared the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Products
Manufacture of hydraulic cement	White Portland cement.

The proposal to designate this product appeared in the *Board of Trade Journal* of November 22, 1968, on page 1438.

Industries	Products
1. Tourist Development Services	None
2. Manufacture of miscellaneous food preparation, n.e.s.	Dessicated coconut.
3. Manufacture of basketware and other Rattan, Mengkuang and Bamboo products	Bamboo and Rattan, Malaysian handicraft.

The proposal to designate these products appeared in the *Board of Trade Journal* of July 2, 1969, on page 66.

Industries	Products
1. Manufacture of non-ferrous metal rolling casting and extruding	Aluminium bars, rods, pipes, tubes and section. Copper bars, rods, angles and pipes. Copper alloy bars, rods, tubes, pipes and angles. Bronze bars, rods, tubes and pipes.
2. Manufacture of miscellaneous chemical products, n.e.s.	Insecticides, fungicides and herbicides.
3. Manufacture of watches and clocks	Spring driven wall clocks. Battery operated wall clocks. Electric wall clocks.

The proposal to designate these products appeared in the *Board of Trade Journal* of July 30, 1969, on page 331.

AUSTRALIA

Result of Special Advisory Authority inquiry on machine tools

A NOTICE was published in the *Board of Trade Journal* on August 20, 1969, to the effect that a reference had been made to the Australian Special Advisory Authority in respect of machine tools.

The inquiry has now been held and as a result of the Special Advisory Authority's recommendation, temporary duties have been imposed on certain general purpose lathes and grinding machines.

The temporary duties operate from October 3, 1969. They will be additional to the normal duties of 40 per cent (General), 27½ per cent (Preferential) on these items.

On general purpose lathes, the additional temporary duties will be at the rate of 7½ per cent *ad valorem* plus the amount, if any, by which the f.o.b. price of the imported lathe is less than a base figure which varies according to the lathe's size. On grinding machines, the additional temporary duties will be at the rate of 12½ per cent *ad valorem*.

The temporary additional duties will not apply to goods in direct transit to Australia on August 19, 1969, provided they are entered for home consumption within 21 days after importation.

It was found that urgent action was necessary to protect the Australian industry against serious damage from import competition pending receipt and consideration by the Government of the Tariff Board's report on a current inquiry on machine tools. The public hearings on this inquiry have not yet been completed.

The Special Advisory Authority had advised that temporary protection was not necessary in relation to imports of radial drills, or imports of tool and cutter grinding machines. The duties on these products would not be varied.

Amendments of Part II of the First Schedule to the Customs Tariff 1966-1969

Tariff Item	Goods	Rates of duty	
		General	Preferential
	After Note 10 to Chapter 84 *insert* the following note: 11. The following goods are specified for the purposes of sub-paragraphs 84.45.232 and 84.45.322, that is to say, goods that: (a) were in direct transit to Australia on August 19, 1969; and (b) are entered for home consumption within 21 days after importation.		
	After sub-paragraph 84.45.231 *insert* the following sub-paragraph:		
84.45.232	Machines, as follows: (a) External cylindrical grinding machines with or without internal grinding attachments that: (i) have a swing of 8 inches or exceeding 8 inches and not exceeding 14 inches; (ii) have a distance between centres of 15 inches or exceeding 15 inches and not exceeding 40 inches; and (iii) have an f.o.b. price not exceeding $9,000 per machine; (b) Surface grinding machines that: (i) have a horizontal reciprocating table; (ii) have a horizontal spindle; (iii) have a table width of 6 inches or exceeding 6 inches and not exceeding 14 inches; and (iv) have a table length of 16 inches or exceeding 16 inches and not exceeding 32 inches, but not including goods specified in Note 11 to this Chapter	40%, and a temporary duty of 12½%	27½%, and a temporary duty of 12½%
	In sub-paragraph 84.45.321, after 'semi-automatic machines' *insert* 'not being goods falling within sub-paragraph 84.45.322.'		
	After sub-paragraph 84.45.321 *insert* the following sub-paragraph:		
84.45.322	Lathes, general purpose, having a swing-over bed of 11 inches or exceeding 11 inches and not exceeding 27 inches, of a kind that but for this sub-paragraph would fall within sub-paragraph 84.45.321 and not being goods specified in Note 11 to this Chapter	40%; and a temporary duty of 7½%, and an amount per lathe equal to the amount, if any, by which the f.o.b. price of the goods is less than the product of $200 and the number representing the swing (in inches) over the bed of the lathe	27½%; and a temporary duty of 7½%, and an amount per lathe equal to the amount, if any, by which the f.o.b. price of the goods is less than the product of $200 and the number representing the swing (in inches) over the bed of the lathe

Tariff Board inquiry on synthetic rubber latex

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of synthetic rubber latex (Tariff items 40.02.99, 40.05.99 and 40.06.99).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by the British High Commission at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than November 3. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 1910/69.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion of item 74 (Ladies' handbags) and the substitution therefor of the following:

74. Handbags, ladies' and children's.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

CHILE

Customs schedule amendments

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff Item	Description	Specific duty Gold Pesos	*Ad val* duty
	Suspend the specific duty and reduce the *ad valorem* duty as follows:		
05.02.01	Bristles, including waste of such bristles	0	110%
09.01.01.01	Coffee in beans	0	25%
15.07.99.01	Coconut oil	0	80%
15.07.99.03	Tung nut oil	0	60%
15.08.01	Linseed oil	0	45%
	Suspend the specific duty but increase the *ad valorem* duty as follows:		
04.05.02	Egg yolks	0	95%
15.07.99.02	Linseed oil	0	145%
18.04	Coco butter, fat or oil	0	115%
25.11.01	Barytes or heavy spar	0	125%
29.02.01.03	Carbon tetrachloride	0	90%
29.02.01.98	Other gaseous acyclic halogenated derivatives of hydrocarbons	0	60%
04.05.01.02	Fertile eggs for hatching	KG Free (Until December 31, 1969)	0
15.04	*Insert* new sub-heading:		
15.04.03	Filtered sharks liver oil	KG Free	20
17.02.01.02	Pharmaceutical anhydrons glucose	KG Free	60
29.25	*Insert* new sub-heading:		
22.25.97	Pesticides	KG 0·85	10
58.05	*Insert* new sub-heading:		
58.05.04	Gauze bandages for medical use (Solely for the use of the National Health services)	KG 2·50	15
70.20.99	Yarn and tops of glass fibre	KG Free (Until December 31, 1969)	55
	Reduce the *ad valorem* duty as follows:		
18.01	Cocoa beans, whole or broken, raw or roasted	0	50%
28.03	Carbon	0	65%
28.32.01.02	Potassium chlorate	0	50%
29.05.01.01	Menthol	0	40%
38.07.99	Other terpenic solvents	0	60%
38.08.01	Rosin and resin acids	0	50%
	Suspend the specific duty:		
57.04.02	Sisal	0	55%
	Amend the following sub-headings:		
40.06.01.02	Add the following to the text of the item: 'For closures for tinplate container' and amend duties to:	KL 0	80%
56.02	*Insert* new sub-headings:		
56.02.01	Cellulose acetate tops	KG 0	70%
56.02.99	Others	KG 1·00	105%

GUYANA

Import licensing arrangements

THE SCHEDULE of Exceptions to the Guyana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68) has been further amended by the addition of the following new items:

552-02.09 – Cleaning preparations without soap (detergents)
899-07.1 – Table articles of plastics
899-07.2 – Other household articles of plastics.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

EL SALVADOR

Exchange control

HM EMBASSY in San Salvador report that the Central Reserve Bank of El Salvador has announced new exchange regulations effective from September 16, 1969. Certain listed imports including luxury foodstuffs, alcoholic beverages, tobaccos, perfumes and cosmetics, jewellery and watches may only be imported through a previous deposit to the Central Bank, equivalent to 100 per cent of the total consignment value. All other goods with the exception of those covered by the following paragraph must be paid for before they are registered with the customs authorities in El Salvador.

The Central Reserve Bank has also stipulated maximum terms of credit payment for other imports ranging from a maximum period of 12 months on basic food products, medical products and medical surgical goods to three years for raw materials exclusively for industrial use, materials and hardware for the construction, hand tools, general spares, greases and lubricants.

The following goods may be paid for at any time after their importation: industrial and agricultural equipment and machinery, intermediate goods for industrial protection, medical-surgical equipment, research and teaching equipment, text books and all publications of scientific or technical nature, fertilizers and insecticides.

Inquiries regarding this notice should be sent to Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 and 576).

BRAZIL

Imports of low density polyethylene

CACEX Communique No. 281 modifies Brazilian Resolution 676 (see page 334 of the *Board of Trade Journal* dated July 30, 1969) as follows:

Importers may import up to three times the amount of low density polyethylene (Tariff heading 39.02.012.02) which they have ordered from Brazilian suppliers for deliveries up to December 31, 1969.

The import certificates will be issued until November 30, 1969.

UNITED STATES

Fair Packaging and Labelling Act: silicones and adhesives

THE UNITED STATES Federal Trade Commission has under consideration a proposal to exempt silicones and adhesives packaged in pressurized containers from certain of the labelling requirements of the regulations under the United States Fair Packaging and Labelling Act.

Interested persons are invited to submit their views in writing regarding this proposal by November 29, 1969.

Comments, which may be accompanied by a memorandum or brief, should be addressed to the Secretary, Federal Trade Commission, Washington DC, 20580.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) Ref. FR 30.9.69.

UNITED STATES, *continued on next page*

UNITED STATES, *continued*

Fair Packaging and Labelling Act: definition of 'consumer commodity'

THE *Board of Trade Journal* of August 20, 1969, gave notice of a policy statement of the United States Federal Trade Commission about the product coverage of the term 'consumer commodity' as used in the above act.

As a result of a number of inquiries about the status of specific commodities under the Act, the Federal Trade Commission has issued a further policy statement as follows:

(a) The Commission is of the opinion that the following items are not 'consumer commodities' within the meaning of the Act:

Artificial flowers and parts
Automotive chemical products
Bicycle tyres and tubes
Books
Brooms and mops
Cameras
Cigarette lighters
Compacts and mirrors
Diaries and calendars
Flower seeds
Footwear
Garden tools
Gift ties and tapes
Greeting cards
Hand tools
Handicraft and sewing thread
Hardware
Household cooking utensils
Inks
Jewellery
Luggage
Magnetic recording tape
Musical instruments
Paintings and wall plaques
Pictures
Plastic tablecloths, plastic placemats and plastic shelf paper
School supplies
Sewing accessories
Silverware, stainless steelware and pewterware
Souvenirs
Sporting goods
Toys
Typewriter ribbons
Woodenware

(b) The Commission is of the opinion that the following items are 'consumer commodities' within the meaning of the Act:

Adhesives and sealants
Aluminium foil cooking utensils
Aluminium wrap
Camera supplies
Christmas decorations
Cordage
Disposable diapers
Dry cell batteries
Light bulbs
Liquefied petroleum gas for other than heating and cooking
Lubricants for home use
Pressure sensitive tapes, excluding gift tapes
Solvents and cleaning fluids for home use
Sponges and chamois
Waxes for home use

Inquiries about this notice should be addressed to Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455 456, 457) (Ref. FR.30.9.69.)

Fair Packaging and Labelling Act: camera film

THE UNITED STATES Federal Trade Commission has under consideration a proposal to exempt camera film packaged and labelled for retail sale from the regulations relating to consumer commodities issued under the Fair Packaging and Labelling Act.

Interested persons may submit written views and comments, which may be accompanied by a memorandum or brief, with the Secretary, Federal Trade Commission, Washington DC 20580, not later than December 1, 1969.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) Ref. FR 2.10.69.

Fair Packaging and Labelling Act: confectionery

THE *Board of Trade Journal* of July 23, 1969, gave notice of a proposal of the United States Food and Drug Administration to exempt individually wrapped pieces of penny candy and other confectionery of less than one half ounce net weight per individual piece from certain labelling requirements of the Act.

After consideration of all the comments received on this proposal, the Food and Drug Administration has issued an amendment to the regulations effective December 1, 1969.

Inquiries about this notice should be addressed to Exports Services Branch, Tariff Section, 35 Old Bailey, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) Ref. FR 2.10.69.

Origin of marking on imported vinyl-clad chain link fencing

THE *Board of Trade Journal* of July 23, 1969, gave notice of an investigation into the country of origin marking of imported vinyl-clad chain link fencing.

After consideration of all the comments received, the United States Bureau of Customs has now withdrawn its proposals and has concluded that one country of origin marking on each imported rolls of fencing is sufficient to meet the requirements of Section 304 of the Tariff Act of 1930 providing the marking is legible and conspicuous and sufficiently permanent to remain on the fencing or its container until it reaches the ultimate purchasers in the United States.

Inquiries about this notice should be addressed to the Commercial and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) Ref. FR 1.10.69.

Origin marking on imported articles

THE UNITED STATES Bureau of Customs has under consideration a proposal to amend the United States Customs Regulations to authorize, in certain circumstances, exceptions from country of origin marking in cases where imported articles are repacked after release from customs custody in containers which are marked to indicate the country of origin of the contents.

Interested persons may submit written comments on this proposal with the Commissioner of Customs, Washington DC 20226 not later than November 1, 1969.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) Ref. FR 2.10.69.

Motor vehicle safety standards Nos. 114 and 209

THE UNITED STATES Federal Highway Administration has given advance notice of proposals to amend motor vehicle safety standard No. 114 relating to theft protection and motor vehicle safety standard No. 209 relating to seat belt assemblies.

The proposed effective dates for these amendments are January 1, 1971, for standard 114, and July 1, 1971, for standard No. 209.

Interested persons are invited to submit written comments and data on these proposals (in ten copies) with the Docket Section, Federal Highway Administration, Room 512, 400 Sixth Street S.W., Washington DC 20591. Comments on standard 114 should identify docket No. 1-21 and should reach the Docket Section by December 17, 1969. Comments on standard 209 should identify docket No. 69-21 and should reach the Docket Section by January 2, 1970.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) Ref. FR 3.10.69.

Motor vehicle safety standards: new standard

THE UNITED STATES Federal Highway Administration has under consideration a proposal for a new safety standard relating to accelerator control systems for passenger cars, multi-purpose passenger vehicles, trucks, buses and motor cycles.

The proposed effective date for this new standard is January 1, 1971.

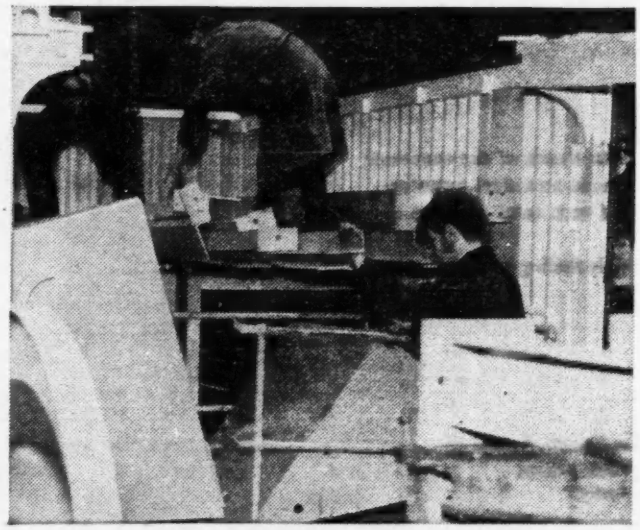
Interested persons are invited to submit written comments on this proposal (in 10 copies) with the Docket Section, Federal Highway Administration, Room 514, 400 Sixth Street S.W., Washington DC 20591. Comments should identify docket No. 69-20, Notice 1 and should reach the Docket Section by December 30, 1969.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 3.10.69.

Motor vehicle safety standards: 'mini-bikes'

THE UNITED STATES Federal Highway Administration has issued an interpretation of the term 'mini-bikes' as used in the context of the United States National Traffic and Motor Vehicle Safety Act of 1966.

Inquiries about this notice should be addressed to Export Services Branch, Tariff Section (United States), Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) Ref. FR 3.10.69.



Part of a 75,000 dollar Canadian order for British built foundry equipment being loaded into containers for shipment to Halifax, Nova Scotia, at Richards Structural Steel Co. Ltd., Phoenix Iron Works, Leicester. The order – obtained by Richards in the face of intense competition from Canadian and United States manufacturers – includes sand mixing equipment, screening, bunkering, sand distribution and metal extraction equipment together with mould handling equipment.

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CANADA

Labour dispute at ports in British Columbia

REPORTS HAVE BEEN received that a strike of longshoremen is disrupting freight traffic in Vancouver and all other ports in British Columbia.

Passenger traffic is also affected, to the extent that although passengers may embark and disembark without hindrance the port workers will not handle any baggage.

The likely duration of the strike cannot at this stage be forecast, but British firms may wish to be aware of the position in order to make alternative arrangements.

Any inquiries in relation to this notice should be addressed to Export Services Branch, Board of Trade, Room 302, Hillgate House 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 477), quoting the reference number ESB 41174/69.

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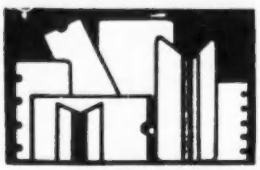

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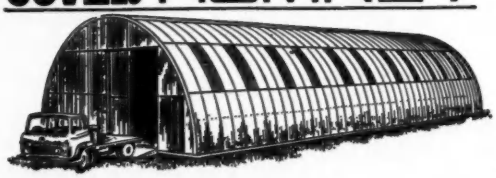
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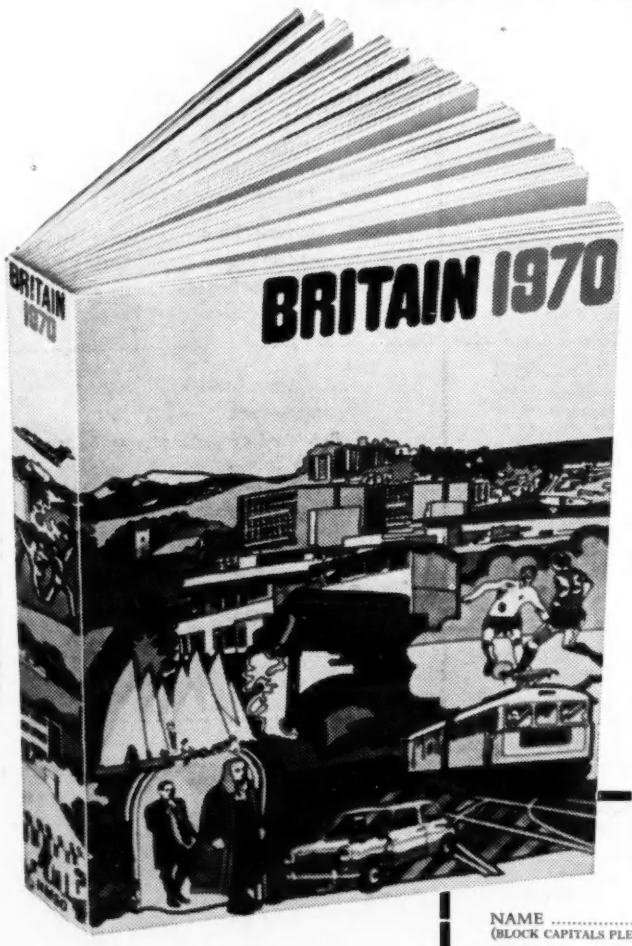

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